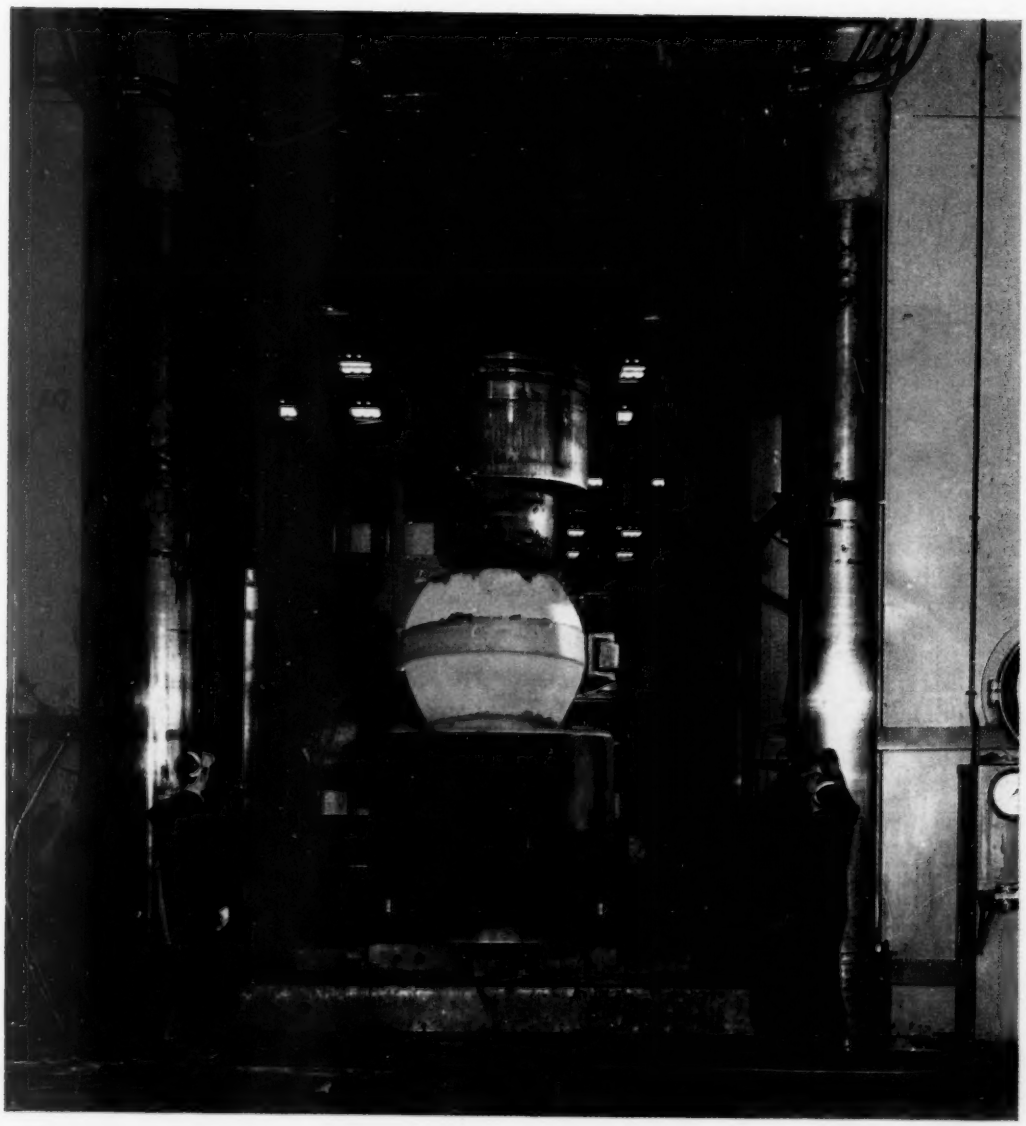
Board of Trade Journal

COUNTY REFERENCE LIBRARY
COUNTY OFFICES,
WALTON STREET,
AYLESBURY.

Volume 194, No. 3715 Published by Her Majesty's Stationery Office 31 May 1968



2s. 0d. net

One thing we don't want you to export.

Your freight charges.

Exports have never been more vital. Either to you or to Britain.

But please, spare a couple of minutes to think *how* you're exporting.

If you're not using a British carrier, you're exporting valuable Sterling out of the country, in the form of freight charges.

That's where we come in.

British United.

Because when you air freight with us, you're not only keeping charges where they belong—you're using one of the world's finest airlines as well.

Take a look at our fleet—it's mostly made up of VC10s and One-elevens. They're not only fast, they've also got a way of treating freight as kindly as passengers.

Now look at the places we fly to. Throughout Europe, Africa and South America.

What we *can't* show you is BUA's very special brand of care and attention to detail.

It's there all the same.

It *has* to be.

After all, this is a great opportunity for all of us. We don't intend to let it slip through our fingers.

Reservations and deliveries can be made at either cargo unit

	HEATHROW	GATWICK
Unit	Building 114 Cargo Heathrow Airport—London Tel: 01-759 4111	Cargo Unit Gatwick Airport—London Tel: 01-283 8755

Frequent cargo services to:

Accra	Edinburgh	Guernsey	Lusaka	Rotterdam
Amsterdam	Entebbe	Hanover	Malaga	Santiago
Bathurst	Freetown	Jersey	Montevideo	Sao Paulo
Belfast	Genoa	Las Palmas	Nairobi	Tenerife
Buenos Aires	Gibraltar	Le Touquet	Ndola	
Dusseldorf	Glasgow	Lisbon	Rio de Janeiro	

The airline that has to be best

BUA

BRITISH UNITED AIRWAYS

British United Airways, Portland House, Stag Place, London SW1, Tel 01-834 8121

BFR20

Board of Trade Journal

VOLUME 194, NO. 3715, PAGES 1633-1704 31 MAY 1968
PRICE 2*s.* 0*d.* NET. SUBSCRIPTION INCLUDING POSTAGE £6 12*s* 8*d.*

Editorial Address:
Board of Trade Journal, Room 127, Board of Trade, 1 Victoria Street, London, S.W.1. Tel. 01-222 7877

Zambia – how long a boom? 1635
Lord Brown addresses US foreign trade policy conference . . 1640
'Increased exports a first priority' 1640
Importance of marketing – Mr. Dell at Rubber EDC's conference . 1640
Credit restrictions at Banks 1641
Anglo-Norwegian talks on aluminium smelters – communique . . 1641
The situation in France 1641
First government/industry conferences on changeover to metric system 1641
UK's first instalment of Kennedy Round tariff reductions operates from July 1, 1968 1642
Consideration of mergers by the BoT 1643
Judges for 1969 CoID Design Awards (Capital Goods) . . . 1643
Application for drawback of duty on glider parts used for export . 1643
Revised procedure for re-imported containers 1643
Purchase tax exemption on drugs and medicines 1643
London Chamber mission sees good export opportunities in the Caribbean 1644
Birmingham Chamber's 'Export Commando III' leaves for Toronto . 1644
New members for BNEC Australia 1644
British Week Tokyo – furniture makers to explore market . . 1644
Electronics mission to United States 1644
Visits by British Overseas commercial representatives . . . 1645
Power mission from Finland 1645
South African trade mission to Britain 1645
Mintech symposium on market research 1645
New officers for Birmingham Chamber of Commerce . . . 1645
Training in European languages 1645
Lyon Group extend Scottish industrial building programme . . 1646
Fifteen new industries in Ulster 1646
New poultry plant in Northern Ireland 1646
Secretary of State for Economic Affairs: visit to Yorkshire . . 1646
Building control limit raised 1646
Report of the Patent Office for 1967 1646
Patents endorsed 'Licences of Right' 1646
British Industrial Film Festival, 1968 1703
New Books 1648
Aviation and Shipping
Shipping company's three year £5½ million programme completed. Awards for saving life at sea 1650
Parliamentary Answers 1650
Government surplus sales by auction 1652

STATISTICS
The economy: selected indicators 1653
Index of Industrial Production for March 1654
Northern Ireland index of production 1654
New companies registered in N. Ireland 1654
Business Monitor: Production Series 1654
Index of retail prices for April 1654
British film fund agency 1654
Registrations of British and foreign films 1654
Orders, deliveries, production and exports in the engineering industries in March 1656
'Statistical news' 1658
Car and commercial vehicle production in April 1659
Shipping movement at UK ports 1660
DEA Progress Report for May 1662
DEA Broadsheet on the Budget 1662
'New Technology' for May 1662
New companies registered in Great Britain 1663

EXHIBITIONS AND FAIRS
The President to open British Engineering Exhibition, Copenhagen . 1665
British exhibitors collect firm orders at Oslo 1665
British Industrial Exhibition, Sao Paulo: market survey . . . 1665
South Africa's shop window 1666
Another specialized British exhibition in Nairobi 1666
Strong demand for British goods after Salzburg Shopping Week . 1667
Big British drive for trade in Rumania 1667
Growing interest in British machine tools at Philadelphia Show . 1668
Minister of Technology at British Trade Drive in Denmark events . 1668
Strong British contingent for Baltimore container exposition . . 1668
Improved business at Dusseldorf Igedo 1669
British bakery equipment on show in Stuttgart 1669
Successful joint venture at Transport 68, Stockholm . . . 1671
Good opportunity for British firms at Data '68 1671

OVERSEAS TRADE AND EXPORTS
Anglo-Australian telescope project means opportunities for British industry 1673

TRADE AND FINANCIAL ARRANGEMENTS
UK and Ghana. Imports from Bulgaria. Turkey and USSR. Tunisia and Pakistan. Tunisia and Benelux. India and Rumania . . 1674
Information for exporters 1676
Export Tours 1682
Export Orders 1683

TARIFF, CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES
Algeria: Customs tariff modifications 1693
Australia: Tariff changes (1) and (2). Dumping duty . . . 1699
Barbados: Consumption tax 1701
Canada: Customs tariff amendment 1703
Ceylon: Items on open general licence. Tariff amendments . . 1695
Colombia: Import Regulations. International Eucharistic Congress Bogota 1700
European Economic Community: Common organization of the market for cattlemeat, ovalbumin and lactoalbumin, sugar as from July 1, 1968, oils and fats, rice, sugar, poultry and poultry meat. Milk and milk products. Trade in processed products with a fruit and vegetable base. Taxation in the EEC. Further translations of EEC and EURATOM regulations. Common organization of the market for cereals, eggs, pigmeat 1687
France: Modifications to French customs tariff 1692
Guyana: Import licensing arrangement 1701
Irish Republic: Tariff classification of certain toys 1692
Israel: New regulations and liberalization of imports. New patents legislation 1692
Jamaica: Amendments to Jamaican Export Industry Encouragement Law, 1956. Customs tariff changes 1701
Jordan: Import of goods into Jordan other than via Port of Akaba . 1693
Kenya: Import licensing regulations 1694
Libya: Travelling salesmen and the temporary import of trade samples 1692
Malaysia: Import control (1) and (2) 1694
Mexico: Shipping documents 1702
Norway: New patents legislation 1692
Portugal: Drawback of import duty on green olives . . . 1692
South Africa, Republic of: Customs tariff application . . . 1694
United States of America: Public hearing on tariff and trade proposals. Investigation: non-rubber footwear industry 1702
Uruguay: Imports by state corporations 1701

Subscriptions, Advertisements, Reprints. 1703

INDEX TO STATISTICS 1704

Front cover photograph

The 30,000-ton closed-die, multiple ram forging and extrusion press at Cameron Iron Works Limited forging a 48-in diameter ball valve for an overseas pipeline.

The largest press of its kind in the world is housed in a new £10 million manufacturing complex in Livingston New Town, Scotland. Some of the most sophisticated metal making, forming and treating processes are employed by Cameron to produce forgings, heavy-wall extruded pipe and ball valves. The company specializes in working a complete range of materials from low alloy steels to the most advanced highly alloyed metals. Products from Livingston are exported to Europe, Africa and the Middle East.

Are you trading with Zambia?

Our fifty-five offices throughout Zambia are in continual contact with commerce, industry and agriculture. They have an unrivalled knowledge of local conditions, on which they report frequently to our head office in London.
This knowledge is freely available to all businessmen; if it would be useful to you in your business, write to, or telephone, our Business Development and International Division at 54 Lombard Street, London EC3 (01-626 5656).

Barclays Bank DCO
Britain's Largest Overseas Bank

TRADING OPPORTUNITIES IN AFRICA - 9

Zambia—how long a boom?

by P. G. P. D. Fullerton, Commercial Secretary, Lusaka

ZAMBIAN IMPORTS have soared steadily from £78 million in 1964 to £178 million in 1967 – a rise of 130 per cent in three years. Britain's share in the market was £13.5 million in 1964 (17.2 per cent) and £36 million in 1967 (20 per cent). Can this rapid growth of imports, and our share in the market be maintained?

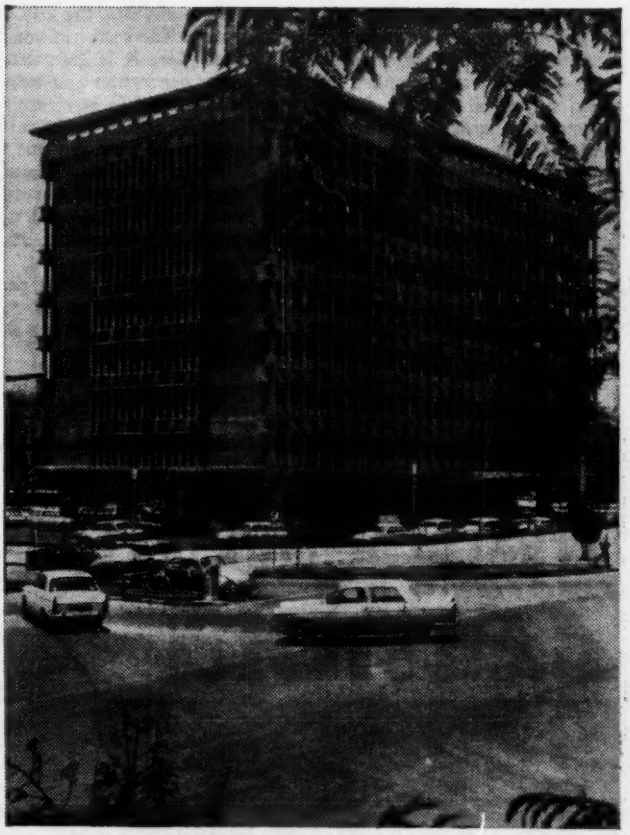
First, the growth prospects of the market. The recent boom and rapid growth of imports has been due to expansion resulting mainly from the high price of copper in the past four years. Copper production in Zambia accounts for 95 per cent of exports, nearly 70 per cent of revenue, and 54 per cent of GNP. The growth rate of the economy must, therefore, depend primarily on two factors (a) future copper production and (b) future copper prices. Both of these factors in turn depend on so many variables that Zambia is a planner's nightmare. It is this very narrow base to the economy which makes it so difficult to estimate growth rates.

The importance of copper

Copper production reached a peak of 767,000 tons in 1965, but fell to 656,000 tons in 1966, and 704,000 tons in 1967. Production has been cut back again this year due to shortage of coal and many other problems. The mining companies have plans for a sizeable increase in production from new mines and processes, but whether this can be achieved during the next few years in the face of the many difficulties facing the industry remains to be seen.

The second variable is the LME price of copper. The three months' forward price (on which the Zambian mining companies base their contracts) has averaged £470 per ton in the past two years, but has fluctuated within the past 12 months from £355 to £625. World copper production is prone to strikes and other stoppages, and demand is dominated by American needs for the Vietnam war or stockpile, as well as being affected sharply by business cycles in other consuming countries. The LME market is narrow and extraordinarily sensitive to supply and demand, and the LME price itself affects the long-term demand (and hence price) for copper due to the economics of substitution, which is cutting down the demand for copper in many industries. Predicting the price of copper calls for a prophet rather than a planner to run the Zambian economy. Any prediction must in the end rest on certain assumptions, with the main assumption that the variables of production and consumption are unlikely to be all bulls or all bears, and that Zambia will continue to obtain a certain minimum income from copper. Thus for 1968 the Ministry of Finance had budgeted for an average price of £375 per ton, with Zambian copper production at 1967 levels. The average price in 1968 will be well above £375, but production might be lower than forecast.

These factors have been set out at some length because they are the key to the Zambian economy and future growth rates. It seems most improbable that copper prices over the next two years will average as high as they have in the past two years; and it seems on the whole unlikely that there will be a large increase in Zambian production. One can, therefore, expect to see in 1968 and 1969 a slowing down of the unusually high growth rate of 1965-1967, and, in particular, a levelling out in the rate of increase of imports.



This eight-storey office block in Ndola has been completed by Costain (Zambia) Ltd. and now houses the Roan Selection Trust. The concrete-framed, air-conditioned building, was built at a cost of £300,000 for Atlas Properties Ltd. of Ndola. It is supported on stilt columns over a pedestrian arcade. The architects were Hope and Reeler, and the consulting structural engineers Ove, Arup & Partners.

It is true that under the four-year development plan (1966-1970) the Zambian government has set its sights on the maximum diversification of investment to escape from the mono-economy of copper. Given time, this policy will succeed, but for the foreseeable future the growth rate of the economy will continue to depend on copper. (Zambia now is in a situation rather similar to that of Johannesburg 50 years ago, where expansion depended on gold production. In 50 years time Zambia may have diversified as much from its copper as Johannesburg has from gold.) This is not to say that development in other sectors has been slow. Industry has been and

(*Continued on next page*)

ZAMBIA – HOW LONG A BOOM?, *continued*

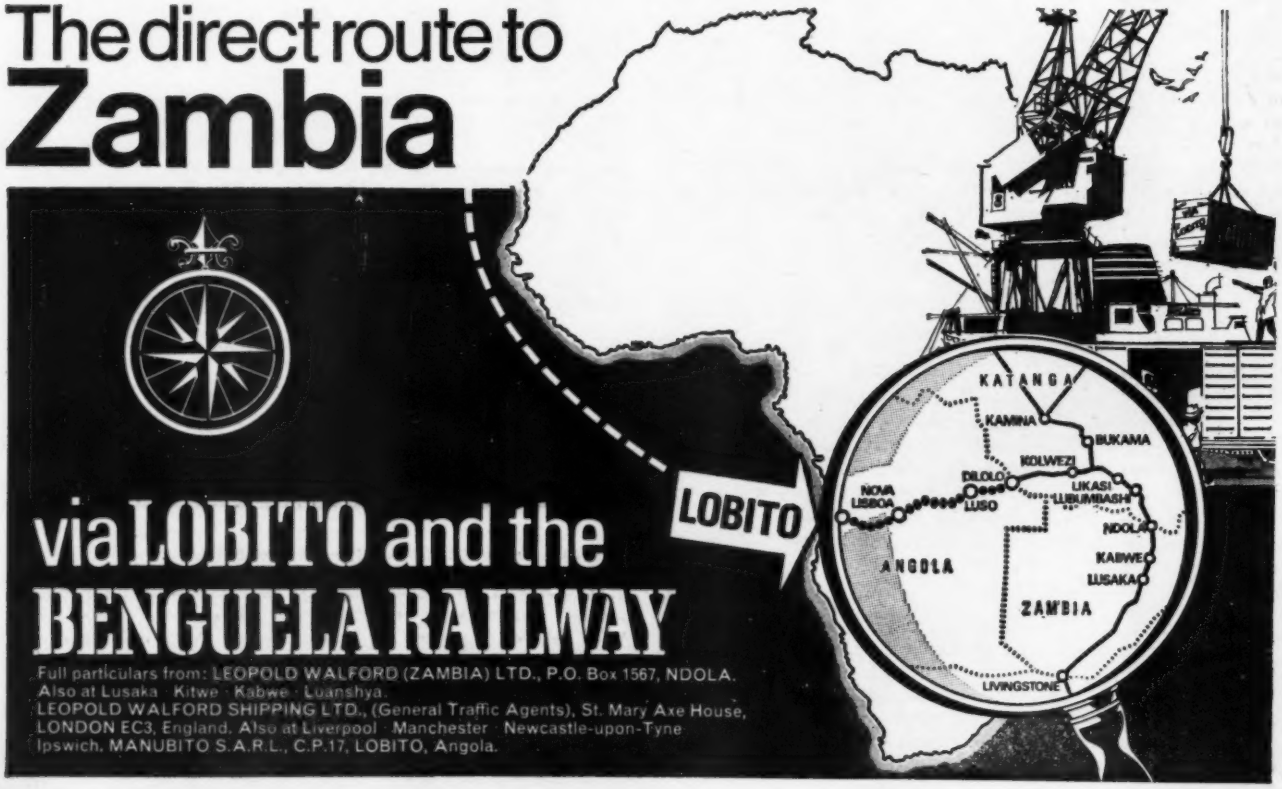
still is expanding rapidly, in the manufacture of building materials, furniture, holloware, clothing, shoes, cigarettes, beer, spirits, soap and processed foods, etc., and an increasing amount of steel fabricating, vehicle assembly, body building and light engineering is being done locally. Factories for nitrates, cement, explosives, jute bags, textiles, and tyres and tubes are now under construction. An iron and steel mill, and industries for glass, fertilizers and copper fabrication are being planned. Most of these industries are based on import substitution with a view to self sufficiency; Zambia is a high cost manufacturing country, 1,000 miles from the sea, and cannot hope to export much, even to East Africa. This industrialization has, however, produced in Zambia a new and profitable market for machinery and capital goods.

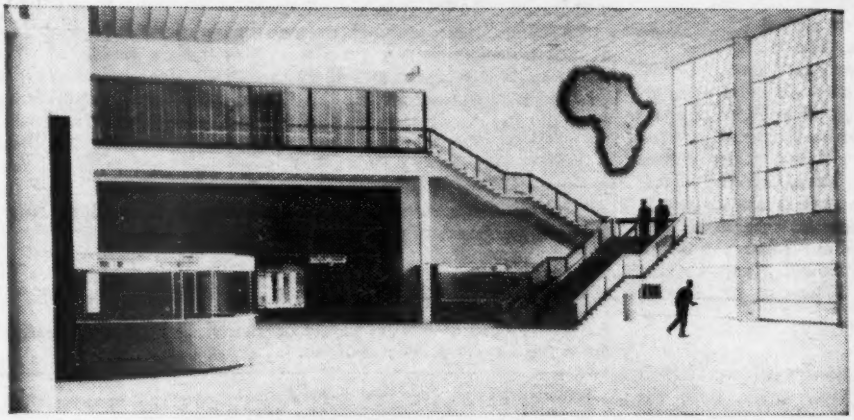
Agriculture has been the slowest sector to expand. In spite of the emphasis in the Plan on investment in agriculture, the pay-off in increased production has not yet been seen. The sector in which the most rapid expansion of all has taken place is in infrastructure – roads, water supplies, airports, power generation and transmission, the oil pipeline from Dar-es-Salaam, and in government construction such as housing, schools, hospitals, offices, parliament, and the university. Nearly all these projects have been put out to contract, but even so the programme is behind schedule. Whereas it was expected that government spending on infrastructure would decline in 1969 and 1970, as private investment was stepped up, it now seems likely that the rate of expenditure will remain at a high level throughout the Plan.

Zambia's balance of payments has been so healthy in the past four years that she has not had to restrict imports at all for reasons of foreign exchange. (Import licensing is compulsory for most goods, but its purpose is mainly to allocate inward routes for imports according to a system of priorities; the recent growth of imports has strained the capacity of all the routes into Zambia.) In 1966 Zambia had a favourable balance of visible trade of £144 million and in 1967 of £94 million, but heavy payments for invisibles, capital movements, and the loss in reserves due to devaluation has meant that the reserves have not gained in the past two years as much as one would expect from the trade figures. It is inevitable as imports rise that Zambia will have to draw down her reserves, and may soon have to restrict imports to conserve foreign exchange. The timing of this move depends to a large extent on future export earnings from copper, which leads back to the two key factors of copper production and price.

No mention has been made so far of the political factors affecting the growth of the market. The recent announcements by President Kaunda took business by surprise. These included the 51 per cent takeover of 25 large businesses, a ceiling of 50 per cent on the remittance of profits as dividends outside Zambia, and certain restrictions on credit facilities to non-Zambian residents. These moves are so radical a departure from previously stated policies towards the private sector that the confidence of businessmen and investors will inevitably be seriously affected, and growth in the private sector will slow down. One can but wait and see to what extent these moves will affect the Zambian market. Already some export orders have been suspended on the instructions of agents in Zambia but this is probably due to uncertainty about the credit restrictions and future of trading licences. Much will depend on the way in which expatriate businessmen, who control the bulk of the import trade, react to the changes, and above all on whether the Zambian Government can remove the climate of uncertainty which the recent announcement has caused.

One can see from the factors outlined above that to predict the rate of expansion of the Zambian market in the next two or three





The main concourse (left) and the control tower at Lusaka International Airport, both constructed by The Mitchell Construction Company (Zambia) Ltd., who are responsible for the detailed design and construction of the new terminal buildings. Detailed design of the concourse was carried out by the company in conjunction with Mr. C. H. Schutte, senior architect, Public Works Department, Government of Zambia. The original design of the airport buildings was produced by Mr. Schutte. A feature of the concourse area is the relief map of Africa in solid copper, presented by the company.

years is more than usually hazardous. Assuming that

(a) copper production does not fall below 1967 levels;
(b) the price of copper does not fall below (say) £375 per ton;
(c) political factors do not intervene;

one could expect to see a steady rise in Zambian imports, but with the rate of increase levelling out fairly sharply after the boom years 1964-1967.

The second question is: can our share of the market be maintained? There is no point in deluding ourselves that in a newly prosperous country, which until 1964 was a British Protectorate and until 1965 gave Commonwealth preference and was thus to a large extent a captive market for Britain, it will be easy to increase our proportion of the import trade. It is Zambian policy to encourage international competition into every sector of the market. It is also a market on which many countries have set their sights because it is one of the few countries in Africa without balance of payments problems. The Japanese are making an intensive drive in Zambia as it is the only African country with which they have an unfavourable balance of trade. (They bought 15 per cent of Zambian copper in 1966 and have captured 10 per cent of the Zambian vehicle market after only two years' sales.) The Americans are dominant in mining machinery, railway locomotives, and light aircraft. The French, Germans and Italians are gaining in vehicles and machinery. Eastern European countries are penetrating the market in textiles, hardware and consumer goods.

An imponderable political factor here is Zambia's future relations with South Africa and Rhodesia. Sanctions against Rhodesia have driven the Zambians to import more from South Africa, but a squeeze on imports from South Africa has already begun, with a virtual ban on government purchases from that source. It seems unlikely that Zambia will be able to do without imports from South Africa for many years yet, but as the squeeze tightens Britain stands a good chance of replacing South African suppliers.

Areas in which to concentrate

What then are the areas on which British exporters should concentrate if they are to retain their hold on the Zambian market? British exports of consumer goods to Zambia in 1967 rose more rapidly than capital goods, but there is scope for further expansion in both. In consumer goods, **clothing and footwear** are excellent markets; British exports of these more than doubled in 1967. The reasons are, first, the recent steep rise in wages and salaries has given Zambians a means and a liking for better quality goods, and secondly the compulsory routing of certain categories of imports through Dar-es-Salaam has virtually eliminated South African clothing from the market. The result has been a bonanza for British exporters. Next, **domestic hardware and electrical goods of every kind, especially in the quality range. The housing boom,** for all income brackets, is causing vigorous demand for all kinds of domestic and household goods. **Tinned and processed foodstuffs** is another growing market, linked to rising urban living standards of Zambian families.

In capital goods, **construction equipment** is probably the most important sector, but well covered now by British manufacturers. (Supplying equipment to foreign contractors in Zambia is proving a useful market.) **Machinery for light industries** is a fast growing, if diverse, market. **Machine tools,** both for metal and woodworking are in demand for light engineering and furniture manufacturing. **Educational and scientific equipment** for 'O' and B.Sc. levels is needed for the secondary school and university expansion programme. **Hospital equipment** will be needed in large quantities over the next five years for the new hospitals in the development plan, especially for the £8 million teaching hospital in Lusaka. Lastly, but perhaps most important of all, are the specialist needs of the copper industry – mining machinery, compressors, conveyor systems, underground loaders and transport, pumps, hoists and equipment for the whole range of surface plant – crushers, concentrators, smelters, and refineries. The replacement and expansion programmes of the two mining groups, Anglo American Corporation of Central Africa and Roan Selection Trust amounts to many millions of pounds a year, and their purchasing power is higher than the Government's direct spending. Both groups operate their overseas buying through their London offices.

Finally, mention should be made of two obstacles to increased British trade with Zambia. The first is ignorance of the market. It is remarkable how many British manufacturers who used to or still export to Zambia are not in touch with the market. This is because in the past many of them built up their trade with Zambia (or Northern Rhodesia) through agents in Salisbury or Johannesburg. This was of course the then traditional pattern of trade

(*Continued on next page*)

TRADING OPPORTUNITIES IN AFRICA

The following articles have already been published in this series: 'Kenya – a market worth fighting for' (December 8, 1967, page 1443); 'Market prospects in Sierra Leone' (December 22, 1967, page 1583); 'Sell to Gambia' (January 12, page 111); 'The market for British goods in Uganda' (January 26, page 225); 'Ghana – market prospects' (February 9, page 363); 'British trade prospects in the Ivory Coast' (March 15, page 855); 'Malawi – an expanding market' (April 5, page 1043); 'Nigeria – a new outlook needed' (May 10, page 1399).

ZAMBIA – HOW LONG A BOOM?, *continued*

but in many cases it meant that even if they visited Rhodesia or South Africa they never went to Zambia. The writer has just completed a tour of 60 appointments with representatives of British firms and was told all too often: 'We used to do quite a bit of trade with Zambia, but it seems to have fallen off lately' – or some such words. The reason is plain. Zambia can no longer be covered satisfactorily by agents based in Rhodesia or South Africa if they have no offices or subsidiaries in Zambia. There are still a few exceptions to this rule, but for many reasons British exporters would be wise to review their representation in Zambia if they are selling through agents in Rhodesia or South Africa. The Board of Trade or the British High Commission in Lusaka would be glad to give further advice to exporters on their individual problems if required.

A market in its own right

This question of treating Zambia as a market in its own right is important. Other exporting countries, such as Japan, have the advantage that they have never traded with Zambia except direct; they visited Zambia and made their own agency arrangements. If more British firms could be persuaded to visit Zambia, they would be amazed at the sales or inquiries they would achieve. Zambian agents for the most part have their hands so full of business that they are not keen to take on more unless talked into it by a representative of the firm. The importance of visits, not only in the first instance but as a follow up to promote sales, cannot be too strongly emphasized. Zambia is no longer a captive market and unless our export managers and salesmen get to know it and their agents at first hand they will risk losing it to exporters from other countries who make a point of visiting the market regularly.

The other factors which is damaging the reputation of British firms is lengthy delivery dates and – far worse – broken delivery dates. Of course this does not apply to all or even the majority of exporters, but the majority suffer from the failing of the minority. One hears this complaint in many countries about British exports, but Zambia seems to have had more than its share of broken delivery dates in the past two years. Inevitably this helps our competitors, at a time when they are already working hard to penetrate a traditional British market.

To summarize: Zambia presents many new opportunities to British exporters. It is a small market (4 million people, of whom ¼ million live in towns and 60,000 are of European extraction) but an unusually prosperous one for Africa. British manufacturers who have not yet discovered the Zambian market will find it well worth their while to investigate, and for those who already export to Zambia a visit, or at least a check up on their representation there, is recommended. Zambia is easy to fit into a visit to either East Africa or South Africa, and if the flight is planned to include Zambia the fare will cost no more.

Export opportunities in Zambia

BELOW IS A list of current export opportunities in Zambia reprinted from the *Export Service Bulletin*.

Reference No.	Commodity		Bulletin No.
ESB.18957/68	Electrical, household and kitchen goods; foodstuffs	Agency	96/68
ESB. 9695/68	Shirts; suiting; suits	Agency	91/68
ESB. 9695/68	Footwear; men's suits; suitings; suitcases	Agency	84/68
ESB.16409/68	Street name plates	Export opportunity	77/68
ESB.13318/68	Canvas; carpets; furnishing fabrics; leathercloth; trimmings.	Export opportunity	70/68
ESB.13401/68	Clothing; shoes	Export opportunity	64/68
ESB. 9401/68	Agricultural implements; clothing; corned beef; domestic goods; glassware; pens, playing cards; shoes; suitcases; textiles.	Agency	63/68
ESB.13336/68	Footwear	Export opportunity	62/68
ESB. 8812/68	Dresses; hosiery; shoes	Export opportunity	61/68
ESB. 4269/65	Foodstuffs, glassware; hardware; hollowware; kitchen gadgets.	Agency	61/68
ESB.11318/68	Binoculars; clothing; knitwear; photographic equipment; shoes; suitcases; sunglasses.	Export opportunity	58/68 57/68
ESB.20623/66	Clothing; enamelware; fibre briefcases and suitcases; linoleum; piece-goods; shoes.	Agency	
ESB.11338/68	Enamelware; linoleum and plastic floor coverings	Agency	57/68
ESB.10369/68	Furniture	Export opportunity	57/68

ROYAL
INSURANCE

absolute security
fair dealing
unrivalled service

Offices and agencies in most of the principal cities of the world

We can supply every type and size of lifting gear to get your goods away quickly, safely and undamaged. You concentrate on MANUFACTURE—We'll sort out the LIFTING PROBLEM.

Just ring—

W. & E. MOORE LIMITED

13-31 POPLAR HIGH STREET, LONDON, E.14.

Telephone 01-987 2613 (8 lines) 01-987 4601 (3 lines)

For the complete picture in Zambia . . .

. . . get in touch with the Standard Bank, they will bring into focus all the information you need for trading in this market. With a network of over 1100 offices spanning seventeen African countries the Standard Bank Group offers an expert and up-to-date service not only for those already trading with Africa but also for those seeking new markets. Your enquiries will be welcome.

THE STANDARD BANK
GROUP
STANDARD BANK
STANDARD BANK OF SOUTH AFRICA
STANDARD BANK OF WEST AFRICA
HEAD OFFICE: 10 CLEMENTS LANE, LONDON, EC4

OVER 1100 OFFICES
IN SEVENTEEN AFRICAN COUNTRIES

WE CARE FOR YOUR CARGO

We have been shipowners for more than a century; we have a fast modern fleet of cargo liners serving WEST INDIES, GUYANA, VENEZUELA, COLOMBIA, MEXICO, GUATEMALA, BRITISH HONDURAS, U.S. GULF PORTS, and SOUTH and EAST AFRICA.

Harrison Line

THOS. & JAS. HARRISON LTD., MERSEY CHAMBERS, LIVERPOOL, 2, AND FOUNTAIN HOUSE, FENCHURCH STREET, LONDON, E.C.3.

Lord Brown addresses US foreign trade policy conference

A 'THUMB-NAIL SKETCH' of the economic situation of Britain and a warning against the dangers of erecting tariff barriers, were the two themes of an address by Lord Brown, Minister of State, Board of Trade, at a trade conference organized by the United States Chamber of Commerce in Minneapolis, Minnesota, on May 21. The occasion was a one-day conference on 'The United States foreign trade policy crisis and the role of American business'.

Lord Brown listed three major causes of British economic problems. 'Firstly,' he said, 'we are an island, about twice the size of New York State, which has a population of 55 million people. Secondly, because this society, which is able to depend on virtually no natural resources, is today carrying, as a result of an historical process, the burden of one of the world's reserve currencies, and thirdly because for too long we have been carrying world responsibilities associated with defence and other issues of a size which is not commensurate with the size of our economy.'

It was too heavy a burden to carry out these tasks when we were trying to find a new role in the world, to establish newer industries with a high technological content and when we were reconstructing industry and society simultaneously. 'That is why we are withdrawing from some of our defence commitments and why we join so heartily with you in seeking, in agreement with other nations, the gradual reformation of the world's international monetary affairs.'

Lord Brown spoke briefly on British membership of the European Free Trade Association, Britain's application for membership of the European Economic Community and of the British Government's views on proposals for a North Atlantic Free Trade Area. Turning to industrial life in Britain, he mentioned the currently awaited report of the Royal Commission on trade unions, and pointed out that, while industrial unrest had hit us recently in sensitive areas, like the docks, 'the recent dock strike was, in fact, the outcome of a reorganization which has led to the decasualization of the whole of our dock labour force, a development which we have been seeking to achieve over the last 50 years.'

Lord Brown also outlined the working of the Industrial Reorganization Corporation; the running down of old industries and the development of new ones, while avoiding excessive unemployment and the encouragement of new ideas and techniques. 'These measures, coupled with the competitive edge given to our export prices by devaluation, will, we are confident, enable us to reach our target, which is to achieve a rate of exports by the middle of 1969, which will, in the ensuing year, provide us with a surplus on balance of payments of £500 million per annum. We are determined to reach this target, and our recent budget, which is designed to cut £900 million per annum of home consumption in order to release a higher volume of goods for export markets is, in this respect, the most vigorous of any budget in British history apart from those in war years.'

The second part of Lord Brown's speech dealt with the dangers of a protectionist policy. Acknowledging that after 20 years of 'an inexhaustible flow of dollars' the United States faced balance of payment problems which were real and painful, Lord Brown warned: 'The dollar, from being the currency which, above all, everybody wanted to hold, has found itself suspect. Protectionism, which we had come to think of as the old look of the early '30s, threatens to become the new look of the late 60s. . . . We face the danger that your country will take actions of a restrictive sort which might be followed by retaliation from other countries which might in turn put us all on the slippery slope which leads us back to the situation of the 1930s.'

Recalling those days, Lord Brown pointed out that between 1929 and 1932 United States cut down imports by over two-thirds from 4.4 billion dollars to 1.3 billion dollars. 'But in the same period American exports fell even more sharply from 5.2 billion dollars to 1.6 billion dollars,' he said. 'The experience of other countries was similar, and it was during those years that I think that all of us learned that prosperity, in terms of international trade, is something you cannot keep to yourself. Unless your trading partners are prosperous you will not be prosperous. One man's competitor is always another man's customer.'

Referring to Britain's contribution towards the tariff cuts agreed in the Kennedy Round, Lord Brown said: 'I submit that it is not unreasonable to ask that if we are prepared to lower our trade barriers you should do nothing to raise or perpetuate yours. The disposition among your foreign trade partners to help is real. It is important that this should not be obscured by disappointment that some of our measures have been more limited than you would have liked. Personally I am deeply concerned that this constructive mood, even though it may appear too limited in its effects, would be bound to fade if the United States policies were to move into restrictive paths.'

'Increased exports a first priority'

– The President

'I AM FIRMLY CONVINCED' said Mr. Anthony Crosland, President of the Board of Trade, speaking at a luncheon in London on May 28, of the Association of Economic Representatives, 'that the first priority for any country to deal with its balance of payments difficulties, is by increasing its exports, rather than restricting its imports, by helping to expand world trade and not forcing it to contract. If any major country takes a different view and embarks on restrictive policies, the contagion will rapidly spread particularly in a climate like the present.'

The President said that this was why some weeks ago, when there was pressure on the United States Government to take a course which would have very grave consequences for all our countries, he had made an offer on behalf of the United Kingdom Government to bring forward all our remaining Kennedy Round Tariff cuts to January 1, 1969 – 'an offer I am glad to say was endorsed by our EFTA partners.'

Importance of marketing — Mr. Dell at Rubber EDC's conference

'ANYONE WHO has studied the startling successes of those firms on both sides of the Atlantic who have paid close attention to modern marketing technique, must have realized that marketing is not just a fashionable catchphrase,' said Mr. Edmund Dell, Minister of State, Board of Trade, opening the Rubber EDC's Conference on Marketing on May 23 at the Royal Garden Hotel, Kensington, London. 'Success, especially in highly competitive markets, is heavily dependent on careful assessment of market opportunities and upon a willingness to meet the needs of the customer,' continued Mr. Dell, but the initiative in all these matters must come from the board of directors, and the decisive question was whether the Board was market-orientated in its outlook and insistent on the use of modern marketing techniques.

Mr. Dell said that the Government could do much to assist exporters with a variety of services, official and semi-official, but in the last analysis the success of the export effort depended on the quality and skill of the exporters themselves in expanding their trade in existing markets and in finding new markets as well.

Earlier Mr. Dell had referred to the way in which the work of EDC's had grown and flourished over the last three of four years. 'EDC's,' he said, 'of which there are now 21 covering about two-thirds of the work force employed in private industry, are not instruments of government. They are independent bodies representing their industries and willing and able to express authoritative opinions on behalf of those industries.'

Mr. Dell went on to say that the expansion of international trade was a key object of the Government's policy, and it was for this reason that it favoured the reductions in tariffs which resulted from the Kennedy Round negotiations.

Government Publications

required by customers in London may be obtained quickly from

Her Majesty's Stationery Office, 49 High Holborn, WC1, or 423 Oxford Street, W1

Credit restrictions at banks

THE FOLLOWING STATEMENT on credit restriction was issued by the Bank of England on May 23:

'In November 1967 banks were asked to hold down most of their lending in sterling to the private sector and to borrowers abroad to the level then current. At that time it was not possible to foresee with any reliability the rate of growth in lending directly related to exports which would be needed over the immediately ensuing months; and such lending was therefore not brought within the quantitative limit then requested: Because the prospective growth of exports is now clearer, it has become possible to make an adequately reliable estimate, for the months ahead, of the growth in bank lending directly related to exports. Accordingly, the authorities have concluded that the administration of credit restrictions can both be simplified and made more effective by accommodating all lending directly related to exports, and to the financing of shipbuilding (under the special scheme relating thereto), within a new overall ceiling on bank lending to the private sector and overseas.

'The authorities have also decided that the restrictions requested last November should be modified so as to achieve a greater reduction in lending to non-priority borrowers than has so far taken place and at the same time to leave sufficient room for lending for exports and for activities directly related to improving the balance of payments.

'The clearing bank figures for May published this morning show, after seasonal adjustment, that the total of their lending in sterling to the private sector and to borrowers abroad, including export finance and other hitherto exempted categories, now stands at about 104 per cent of the level reached in November 1967. These banks are asked not to allow this lending to exceed this percentage figure until further notice. All other banks should restrict their lending to the same percentage increase over November 1967.

'Within this new ceiling and subject to normal banking criteria, banks are asked to give priority to lending for export transactions, to finance for production and investment necessary to sustain increased exports, for the promotion of invisible earnings or, as in the case of agriculture, for securing a saving in imports. The banks will need to make room for such lending within the new ceiling by curtailing lending to persons and for other non-priority purposes. They are asked especially to intensify restrictions on the granting of credit associated with imports of manufactured goods for home consumption or imports for stock accumulation.

'Banks are asked to apply the restrictions set out above both to credit given through loans and overdrafts and also to credit given through commercial bills and leasing facilities.

'Personal loans where related to the purchase of goods subject to hire purchase terms control should be on terms no easier than those permitted by the Board of Trade for hire purchase contracts.

'The authorities have noted that lending to local authorities by the London clearing and Scottish banks, through advances, has risen appreciably since last November, largely because of switching from other forms of short-term finance. The banks are asked to ensure that such lending returns to normal levels'.

Commenting on the statement in Parliament on May 24, Mr. Roy Jenkins, Chancellor of the Exchequer, said that the new restrictions 'should ensure that the switch of resources into the balance of payments which devaluation and the Budget are designed to achieve is not frustrated by excessive expansion of credit for domestic spending.'

Discussion on the statement is given in *Hansard*, cols. 1083-1090.

Anglo-Norwegian talks on aluminium smelters — communique

MR. ANTHONY CROSLAND, President of the Board of Trade, visited Oslo on May 22 for talks with Mr. Kare Willoch, Norwegian Minister of Commerce and Shipping on plans for the establishment of new aluminium smelter production in the United Kingdom. These discussions were undertaken in pursuance of the agreement reached at the recent meeting of the EFTA Ministerial Council in London.

According to the communique issued after the meeting:

The Ministers exchanged views on the likely effects of the British plans on Norwegian exports of aluminium to the United Kingdom. It was not possible to reach an agreed evaluation of these effects. Mr. Crosland said that he would discuss the arguments put forward by Mr. Willoch with his colleagues in the British Government on his return to London and would let the Norwegian Government know as rapidly as possible the view of the British Government in the light of the latest discussions. Both Governments would then report to the EFTA Council.

A group of overseas delegates from the International Congress on Electro-Heat, held in London from May 13 to 18, looking at the new instrument control panel for the electrically fired kilns at the Barlaston factory of Josiah Wedgwood & Sons Limited. On the right is Mr. Robert Eaton of the Wedgwood kilns department and next to him is Mr. W. M. Lawrence, area manager, North Staffordshire MEB. The party comprised 25 delegates from Germany, Switzerland, Russia, Japan, Sweden, Belgium and Austria.

The situation in France

IN VIEW OF the dislocation of transport and other services brought about by the present industrial unrest in France, exporters should seek advice from their road, rail, sea and air transport agents about the day to day situation relating to individual routes and services before undertaking journeys or shipping goods to France.

When the *Board of Trade Journal* went to Press on May 28, the Board of Trade's information was as follows:

Nearly all the French ports and the two Paris airports are closed and some Customs officers have stopped work. For the present, British Railways Southern Region and British European Airways are not accepting any further freight destined for France. Internal rail and air transport has virtually ceased but road transport is still near to normal. Whilst overall supplies of petrol are at present adequate it is becoming increasingly difficult to obtain petrol in or near large towns. The public utility services are nominally on strike but supplies of electricity, gas and water are being maintained. Postal services have almost ceased but the telephones, which are mainly automatic, are working. The gold market and the stock exchange are closed. The Bank of France is closed except for some of its branch offices, although senior staff remain at work; most other banks are open with the exception of some branches of the commercial banks. Foreign exchange dealings are hampered by the strikes and generally limited to emergency transactions only. The stoppages are more general in the Paris region than in the remoter provinces, Eastern France being least affected.

First government/industry conference on changeover to metric system

AS PART of the Government and industry plan for the adoption by industry of the metric system, a two-day national conference on 'The Change to the International System (SI) Units for Energy' is to be held at Church House, Westminster, London, on October 31 and November 1 this year.

The conference is being organized by the Ministry of Technology and will be supported by a number of Government Departments and the major institutions concerned with heat and energy.

It will be specifically designed for senior engineers, technical directors and senior designers. It is hoped that some of the Continental countries – which are themselves concerned with a change from the older metric system to the newest one – will send representatives whose contribution will emphasize the fact that Britain's difficulties on metrication are not unique. It is also hoped to allocate some of the places available to students.

UK's first instalment of Kennedy Round tariff reductions operates from July 1, 1968

IN THE COURSE of a statement in Parliament on May 21 on the implementation of the first instalment of the United Kingdom's tariff reductions in the Kennedy Round, Mr. Edmund Dell, Minister of State, Board of Trade, said:

'The main purpose of this Order is to implement on July 1 the first instalment of import duty reductions agreed in the Kennedy Round of Trade Negotiations, which were concluded in Geneva in June 1967. The main elements of the agreement were briefly described by the then President of the Board of Trade (Mr. Douglas Jay) in this House on May 31, 1967. That statement was welcomed on both sides of the House and developed in greater detail in the White Paper presented last July.

'Briefly, the Kennedy Round negotiations were the most ambitious attempt ever made to lower barriers to world trade. Some 50 countries, accounting for about 80 per cent of world trade, took part. Trade in the industrial products subject to tariff concessions amounted in 1964 to about 40,000 million dollars, and the United Kingdom, the EEC countries, the United States, and Japan agreed to duty reductions of, in many cases, up to 50 per cent and averaging overall nearly 40 per cent. Based on our imports of dutiable industrial goods from these three sources in 1964, our reductions amount to 37 per cent in the case of EEC, 40 per cent in the case of the United States, and 34 per cent in the case of Japan; and this is closely in line with what we received from them. In relation to our imports from all countries outside the Commonwealth preference area and EFTA, the average reduction in our duties will be about 38 per cent.

'The tariff concessions agreed by the participating countries are set out in the national schedules attached to the Geneva (1967) Protocol to the GATT, and that Protocol is open for acceptance until June 30, 1968. The United Kingdom, along with all other participants, signed the final Act authenticating the results of the negotiations on June 30, 1967, and we have notified the GATT Secretariat that it is our intention to sign the protocol as soon as our first instalment of tariff cuts has received Parliamentary approval.

'The protocol gives participant countries the option of making the agreed tariff reductions in five annual, equal instalments, starting on January 1, 1968, or of making two-fifths of the total reductions on July 1, 1968, and a one-fifth reduction on January 1, 1970, 1971 and 1972. The United States and 11 other countries have adopted the first method and have already made the first instalment of the reductions they agreed. The United Kingdom, the EEC countries and Japan, and all other major participants, are adopting the second method.

'The Order simply makes the first instalment of the United Kingdom's agreed tariff reductions; that is two-fifths of the total concessions as shown in Schedule XIX – the United Kingdom Schedule to the Geneva Protocol. Because these duty reductions affect a wide range of goods, the Order takes the form of a consolidating Order, with a Schedule showing the protective duties applicable, as from July 1, to all goods in the United Kingdom tariff. In a few cases the duty rate in the Order is the final rate, which we are not obliged to reach until January 1, 1972.

'This is usually because the duty reduction is so small that it cannot appropriately be staged; for example, preserved sweetened pineapple, on which the duty is being reduced from 5s. 7d. to 5s. 6d. per cwt. In a number of cases the duty reduction made by the Order is not the exact arithmetic equivalent of 40 per cent of the total reduction agreed. This is because we took the opportunity in the Kennedy Round negotiations to introduce a modest, but much-needed, measure of simplification and rationalization into our tariff.

'The United Kingdom introduced its general protective tariff in 1932, though a few duties were introduced before then. Over the years a large number of changes have been made in duty rates for domestic and international reasons, and the structure of the tariff has become excessively complicated and fragmented. The Kennedy Round negotiations offered a unique opportunity to improve this situation, and what was agreed there will eventually reduce the number of sub-headings from about 3,400 to 2,750 and will also simplify some of the more complicated duty rates. The new tariff will be easier both for traders to understand and for our Customs officers to administer, with consequent benefit to the trading community.

'Many of these simplification changes are included in the Order, but some of the sub-heading amalgamations will be made in subsequent instalments of the Kennedy Round changes to avoid including unduly large reductions of duty on particular subheadings in this first instalment. The opportunity was also taken in the Kennedy Round negotiations to convert some duties from a specific to an *ad valorem* basis or, less frequently, from an *ad valorem* to a specific basis. This has been done to avoid wide variations in the incidence of the existing duty on different goods covered by the same tariff heading and to provide a more appropriate basis for charging duties on the products concerned.

'In the great majority of cases, of course, these changes will have the result of a reduction in the rates of duty by 1972, but for a few there may, nevertheless, be an increase in the actual amount of duty charged as from July 1 on particular goods imported from some sources.

'Similarly, there may be some increases in duty arising from the change made in the method of calculating the duties applicable to made-up textile articles which contain silk and/or man-made fibres. At present the duties charged on these products depend on the value of the man-made fibre content in relation to the value of all the components. To remove the considerable administrative difficulties which the system imposes on both Customs officers and traders, and to bring the basis of calculation into line with that used for yarns and fabrics, a change is being made so that from July 1, 1968, the duty will depend on the relative weight of the silk or man-made fibre content of the goods.

'This particular change in the textile sphere can result in an increase in duty on certain goods because the silk or man-made fibre content may be higher when calculated on a weight basis than it is on a value basis. Although overseas manufacturers may be able to make adjustments to take account of this change, some traders have drawn our attention to the substantial increased burden of duty which will fall on them in respect of firm contracts already placed with their suppliers.

'The changes have, in general, been made after consultation with industry and were reflected in the United Kingdom's offer accepted by the parties in Geneva. Nevertheless, we appreciate that in a few cases the initial impact of the change can be serious, and for this reason we propose to allow importers the option of classifying imports on the old value basis or the new weight basis for a limited period after July 1.

'A further Order will be laid shortly to give effect to this. In the case of carpets containing man-made fibres, representations have been made that the change is likely to result in a significant permanent increase in duty. For these goods we shall consider, in consultation with the trades and industries concerned, whether it is feasible to make some further lasting adjustment to the tariff.

'The wide scope of the Kennedy Round negotiations was bound to affect the tariff preferences enjoyed by countries within the Commonwealth Preference area. However, by consultations during the negotiations, we were able to take into account the views of other Commonwealth Governments on proposed concessions that would affect preferences in the British market of particular importance to them and also to make our views known about the importance to us of preferences which would be affected by concessions offered by other Commonwealth Governments. In the event the effect on the overall average preferential margins – both ways – was relatively small.

'During the Kennedy Round negotiations, the industrialized countries agreed to consider implementing in full and at once tariff cuts of particular interest to the less developed countries. In November 1967 the United Kingdom notified the GATT Secretariat of the items on which we would be prepared to do this provided other developed countries made offers broadly comparable in scope. Similar concessions are being made by the EEC, United States and Japan, and we have accordingly informed the GATT Secretariat that we shall implement our accelerated reductions on July 15. For technical reasons it has not been possible to include them in the

present Order, and a further Order will be laid shortly.

'I welcome the opportunity to put before the House the practical results of the Kennedy Round. This Order marks an important step in the process of lowering tariff barriers on world trade. During the Kennedy Round negotiations we had very much in mind both the opportunities which this process will open to our exporters and the interests of British industry in their domestic market and the views which they put to us. Inevitably the results could not be wholly satisfactory to all firms and industries, but I must emphasize that the concessions given on particular products were part of a "package" deal and that we cannot now go back on what was agreed at Geneva. It is open to industry at any time to apply to the Board of Trade for a duty increase, and such applications can be considered under the normal procedure for examining requests for changes in the protective tariff.

'However, if a duty were to be increased above the level which has been "bound" in the GATT as a result of the Kennedy Round, contracting parties to the GATT with a substantial trade interest in the products would have the right to request consultations with a view to negotiating compensation, and such compensation would probably have to take the form of a tariff concession on some other product of interest to the countries concerned. The increase of such a bound duty rate can therefore be contemplated only if there is a very strong case indeed. Other countries which receive complaints from their industries about duty reductions conceded to our benefit in the Kennedy Round are, of course, subject to the same GATT rules.

'The importance of the Kennedy Round must be judged by its overall results. The changes made in the United Kingdom tariff by this Order are only one part of an extensive multilateral agreement which we are confident will give an impetus to the expansion of world trade which is of such importance to this country.'

Discussion on the Minister's statement is given in Hansard, *cols.* 482-492.

Consideration of mergers by the BoT

IN CARRYING out their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following proposed merger to the Monopolies Commission under the provisions of that Act:

George Kent Ltd. and Cambridge Instrument Co. Ltd.

Judges for 1969 CoID Design Awards (Capital Goods)

MANUFACTURERS OF CAPITAL GOODS and engineering equipment who wish to submit their products to be considered for a 1969 Council of Industrial Design Award are reminded that the closing date is July 31, 1968. The capital goods section of the CoID Design Awards is judged on a combination of qualities, including good appearance, sensible control arrangements, and functional and economic improvements. The selection panel makes full use of reports from technical assessors and users as well as inspecting equipment personally.

The members of the 1969 judging panel have now been announced and are: Mr. Matthew Wylie (chairman), chairman of the CoID's Scottish Committee and chairman and managing director of Matthew Wylie and Company Ltd., Glasgow; Professor D. H. Chaddock, director of the Engineering Design Centre at the University of Technology, Loughborough; Dr. R. Conrad, assistant director of the Applied Psychology Research Unit of the Medical Research Council, Cambridge; Mr. Ewen M'Ewen, technical director of Joseph Lucas Ltd.; Mr. Frank Height, reader in industrial design (engineering) at the Royal College of Art, London; Mr. B. G. L. Jackman, director of manufacturing of The Rover Car Company Ltd., Birmingham; Mr. Noel London, of the industrial design consultancy of London and Upjohn, Berkhamstead; and Mr. C. C. Mitchell, director of research of Brown Bros. and Co. Ltd., Edinburgh.

All classes of industrial machinery, electrical and electronic equipment, scientific instruments and commercial road and rail transport are eligible for the capital goods section of the CoID Design Awards. The 1969 awards will be presented in the Spring of next year by HRH The Duke of Edinburgh. Full details and submission forms for the 1969 CoID Design Awards are available from the Capital Goods Awards Office, Council of Industrial Design, 28 Haymarket, London, S.W.1,

Application for drawback of duty on glider parts used for export

THE BOARD OF TRADE give notice that they are considering an application for the allowance of drawback of duty on:

Imported goods

Wing sections, fuselage sections and undercarriage parts.

Exported goods

Complete gliders, either fully assembled or in kit form.

Any interested party wishing to support or oppose this application should do so in writing to the Board of Trade, Tariff Division, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, not later than June 20.

Revised procedure for re-imported containers

THE COMMISSIONERS of Customs and Excise are introducing, as an experiment, a simplified procedure for the clearance of freight containers and similar transport equipment eligible for duty-free admission as re-imported goods. The new procedure operates from June 1, 1968. It is intended as an alternative to existing procedures for re-imported containers set out in Customs Notices Nos. 309 and 310 which continue to be available to any trader wishing to use them.

The simplified procedure applies to individually identifiable containers, etc. of substantial size and value, e.g. 'box' or sheeted freight containers, 'flats', and large tank containers. It does not apply to pallets or smaller containers such as drums or casks, nor to motor vehicles or trailers or containers imported on purchase.

Normal entry at the Collector's Office is not required but a new form (C.144) is required to be delivered direct to the Landing Officer, or, where appropriate, the Officer at the inland clearance depot. This form makes provision for the identifying particulars of the containers and a declaration of their entitlement to duty-free admission as re-imported goods to be given. A single form can be used for all containers carried in a ship on behalf of one importer or of a number of importers for whom the agent making the declaration is acting.

Copies of form C.144 may be obtained from any Collector of Customs and Excise. Further information may be obtained from Collectors or Officers of Customs and Excise.

Purchase tax exemption on drugs and medicines

THE COMMISSIONERS of Customs and Excise have made a direction under Section 17(3) of the Purchase Tax Act, 1963, entitled the Purchase Tax (No. 2) Direction, 1968, which temporarily exempts further essential drugs and medicines from tax. The effect of this direction, which is operative from May 21, is to make the following additions to the entries contained in the Schedule to the Purchase Tax (No. 1) Order, 1967.

The additions

To Head II of the Schedule

1,4-bis(3-Bromopropionyl) piperazine;
Parbendazole, prepared for veterinary use;
Phenoperidine hydrochloride;
Sulisobenzone, prepared for the treatment of photoaesthesia;
Uramustine;

The extension

In Head II the entry relating to 'Dihydrocodeine hydrogen tartrate . . . .' is amended as follows: –

'Dihydrocodeine hydrogen tartrate mixed with one of the following, that is to say, acetylsalicylic acid or paracetamol;'

The Treasury will, in due course, be asked to make an Order which will give permanent statutory effect to this Direction. Traders known to be concerned are being separately notified.

London Chamber mission sees good export opportunities in the Caribbean

DESPITE STRONG competition from the United States and Canada, the Caribbean market offers good opportunities for British exporters, states a report published by the London Chamber of Commerce following a trade mission from the Chamber led by Lord Macpherson. The mission, which visited Jamaica, Trinidad and Tobago, Barbados and Guyana last October, obtained orders worth £5 million during their visit. The report points out, however, that between 1961 and 1966 Britain's total share of the Caribbean market fell by 10 per cent, and stresses that to avoid further decline careful attention must be paid to the market. The main opportunities for British exports arise from the development programmes being undertaken by the Caribbean countries since they gained independence. In the public sector these include airports, harbours, water projects, housing and roads. Principal opportunities in the private sector are centred on the tourist industry. Despite the purchase of some of the telephone companies and the electric power utilities by American and Canadian interests, there are opportunities, principally in Guyana, for British industrial goods. There will continue to be a good market for the supply of spare parts for existing installations. British manufacturers are warned to watch the local situation carefully. With a relatively high level of unemployment, the Caribbean countries are anxious to develop local manufacturing plants.

In the field of motor vehicles the report considers that Britain is virtually unassailable in the supply of commercial vehicles. However, there is serious competition from Europe and Japan in the supply of cars. With increased mechanization in agriculture there will continue to be good opportunities in the supply of agricultural equipment and food processing equipment.

There is also a great need for safety and fire equipment.

The report believes that there is still a strong preference for British consumer goods providing they can compete on equal terms, and urges British exporters to keep to their delivery dates, bearing in mind the proximity of the United States mainland.

At a luncheon to launch the report, Lord Macpherson said that many members of the Mission had since returned to the Caribbean to carry on the follow-up work which was so important in an exercise of this kind.

'The Caribbean – a Survey for Businessmen,' price 10s. (post free), is available from the Publications Department, London Chamber of Commerce, 69 Cannon Street, London, E.C.4.

Birmingham Chamber's 'Export Commando III' leaves for Toronto

THE THIRD special selling group sponsored by Birmingham Chamber of Commerce and Industry in 1968 left London Airport for Toronto on May 25.

The Chamber's special selling groups since devaluation are primarily geared to help companies already selling overseas to intensify their efforts in markets likely to show an early, profitable return. 'Export Commando I' to Dusseldorf in February produced immediate orders and inquiries to a value of £200,000 and the companies concerned expect up to £½ million worth of business from the German market during the next year. The results of 'Export Commando II' to Johannesburg in April are still being computed.

'Export Commando IV' to Stockholm will leave on June 4, while plans are going ahead for selling groups to East Africa and Japan in October-November.

New members for BNEC Australia

MR. GEORGE WHITEHEAD, CMG, MVO, the head of the Commonwealth Trade Department at the Commonwealth Office has joined the Australia Committee of the British National Export Council. Mr. Whitehead, who succeeds Mr. Godfrey Shannon on the Committee on the latter's retirement from the public service, served in Australia (Canberra) for three years and at other times in India and in Burma.

Mr. Charles Wentworth-Stanley, a director of the English Electric Export and Trading Company Ltd., has also joined BNEC Australia. Mr. Wentworth-Stanley was previously on the Council for Middle East Trade and other national organizations concerned with the Middle East.

GLASS EXPORTS BY CONTAINER

Experiments in containerization by Pilkington Brothers Limited, have proved so successful that the company can export up to 500,000 sq. ft. of glass a week in only 20 containers. Pictured is part of a record load of 525,000 sq. ft. which left in containers during May for the United States and Holland.

British Week Tokyo – furniture makers to explore market

A FIVE-MAN research mission of directors and export executives organized by the British Furniture Manufacturers' Export Club is to explore the Japanese market from May 31 to June 15 in preparation for next year's British Week in Tokyo.

It will be led by Mr. D. B. Ercolani, joint managing director of Ercol Furniture Ltd., of High Wycombe and chairman of the Furniture Product Group set up for the Tokyo Week by the Steering Committee of the British National Export Council's Asia Committee. The mission will explore outlets for sales and will contact agents in Tokyo, Nogoya, Kyoto and Osaka. The aim is 'to assess the possibilities for increasing the present level of trading in British furniture to the Japanese market, to add potential new exporters to those British firms already established in the market, to further sales of already established lines and to seek out markets for new types of furniture not yet being sold in Japan.'

The mission is assisted by Board of Trade funds administered through the British National Export Council. On its return it will make recommendations to the British furniture manufacturing trade generally with the aim of ensuring more effective sales to Japan in the future and achieving the maximum impact at the British Week.

Electronics mission to United States

TEN COMPANIES from Scotland will spearhead a British business drive to the West Coast of the United States in August. Part of an electronic development project organized by the Scottish Council (Development and Industry), they will spend 21 days in Los Angeles and San Francisco, key cities in the West Coast electronics market. The companies will also visit the Boston area.

Their stay in Los Angeles has been timed to coincide with Wescon 68 electronics exhibition when five of the Scottish companies will be joined by six English concerns to form a British group taking space there. It will be the first time that a British group has taken part in the Wescon show.

The group visit has financial assistance from the British National Export Council, and the exhibitors at the Wescon show will be assisted through the joint ventures scheme of the Board of Trade.

The Scottish Council report that there are now 73 firms involved in electronics and its allied industries in Scotland, employing 30,000 workers. This represents a 230 per cent growth since 1960 when the number employed was just over 9,000.

Visits by British overseas commercial representatives during the period June to August, 1968

THE FOLLOWING Commercial Diplomatic Officers are expected to be in this country during the next three months:

INDIA (New Delhi)	G. FEAST First Secretary (Commercial)	August	In present post since 1966
MEXICO (Mexico City)	M. ELLIOTT First Secretary (Commercial)	August/Sept.	do.
SAUDI ARABIA (Jedda)	R. J. S. MUIR Third Secretary (Commercial)	July	In present post since 1967

British firms and organizations (including those in the Board of Trade Eastern Region, and London and South-Eastern Region) which wish to meet any of these officers to discuss specific export problems, are asked to write for an appointment to the appropriate Board of Trade Regional Controller stating the nature of the problem and the commodities involved. (The Board's Regional Offices, together with the areas covered and the appropriate office for Northern Ireland, were listed at page 1109 of the *Board of Trade Journal* of April 5, 1968). Those firms and organizations other than in the Eastern Region and the London and South-Eastern Region, which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London should write to Tours Section, Board of Trade, Sanctuary Buildings 20 Great Smith Street, London, S.W.1.

Because some officers have only limited time at their disposal it may not always be possible to arrange an interview. Where it is not possible, firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, who are in close touch with all overseas representatives, can very often supply advice or the information that applicants hoped to obtain at the interview. Outside London the Regional Offices of the Board of Trade or, in Northern Ireland, the Ministry of Commerce, Belfast, can also supply this help.

Power mission from Finland

A MISSION of chief executives from Finnish power supply authorities arrived in Britain on May 27 to visit CEGB power stations and manufacturers' works and to see the construction and utilization of gas turbines of the aero-jet type for power generation. Their visit is at the invitation of the British Electrical and Allied Manufacturers' Association in co-operation with the British National Export Council and the Central Electricity Generating Board.

This is a return mission following a visit by British electrical manufacturers to Finland in February, when a survey was made of electrical plant requirements in Finland over the next decade. It was apparent that the Finnish market presented a good opportunity for British gas turbine exports and packaged power stations for dispersed rural communities.

The mission will visit the works of Rolls-Royce at Ansty, near Coventry, AEI at Trafford Park, Manchester, and English Electric at Whetstone, as well as power stations at Ratcliffe-on-Soar, Cottam, near Retford, and Rye House at Hoddesdon, Herts.

South Africa trade mission in Britain

THE BIGGEST-EVER trade delegation from a single country to visit Britain arrived in London on May 27, from South Africa. Comprising 268 industralists and businessmen from the Johannesburg Chamber of Commerce, the mission will be visiting Birmingham, Manchester, Liverpool, Glasgow, Newcastle and Southampton during its three-week stay.

Mr. J. Melville Pels, leader of the mission, said that the Chamber had chosen Britain for its first trade mission abroad because of the vital importance to both South Africa and Britain of the growing two-way trade. While part of the mission's function was that of a goodwill visit, many members would use the opportunity of being in Britain to do business.

The visit is organized by the Johannesburg Chamber of Commerce in co-operation with United Kingdom South Africa Trade Association Ltd., and BNEC, Southern Africa.

Mintech symposium on market research

A SYMPOSIUM to assist West Country manufacturers in market research was held in Bristol on May 22, with an attendance of 200 industrialists from the South-west. The one-day meeting, organized by the South West Regional Office of the Ministry of Technology primarily for members of the Interlab Co-operation Scheme, discussed latest methods of evaluating market outlets and considered how best to make an informed assessment of production volume before embarking on the manufacture of new products.

The symposium was under the chairmanship of Mr. D. J. Ablett, area industrial manager, Shell-Mex and BP Limited, who is also chairman of the Bristol branch of the Institute of Marketing. Papers were presented by representatives from Serck-Jamesbury; Alumin Building Components Limited; E. S. and A. Robinson Holdings; Tecalemit (Engineering) Limited, British Railways; and the Bristol College of Commerce.

New officers for Birmingham Chamber of Commerce

MR. G. FRANK COLE was elected President of Birmingham Chamber of Commerce and Industry on May 27.

Mr. Cole is a director of Shipping Industrial Holdings Limited and chairman of its subsidiary Alltransport Limited, and also a director of other shipping industrial holdings companies. In addition he is chairman of R. & W. H. Symington (Holdings) Limited, a Courtaulds company. He was, until recently, a member of the Export Council for Europe and has played a leading part in the promotion of British Weeks in Europe. He now serves on the BNEC Promotion Planning Committee and was a member of the Denman Working Party on Overseas Trading Corporations. He has been the leader of Birmingham Chamber of Commerce and Industry business missions to West Germany and Yugoslavia, and in June this year will lead another to Rumania.

Mr. Noel Bond-Williams and Mr. Eric Turner were elected vice-presidents. Mr. Bond-Williams is chairman of the Rod Division of the Delta Metal Co. Ltd., and is a director of Alfred Herbert Ltd.; of the Iron Trades Employers' Insurance Association Ltd.; and of English and Scottish Investors Ltd. He serves on the Advisory Council of the Export Credit Guarantee Department.

Training in European languages

A RESIDENTIAL LANGUAGE training centre situated in Warwickshire, Euro-Lang is staffed by specialist tutors in each language. It is equipped with the latest Cybervox language laboratory and offers two kinds of intensive language courses, both normally on a residential basis to ensure maximum effect.

The first is designed for companies with a definite language training policy rather than to meet a sudden and unforeseen need to learn a language. Within this type of programme companies such as ICI, Rolls-Royce and English Electric nominate export sales and service personnel to attend intensive courses at Euro-Lang on a one week on, three weeks off basis. At the end of five or six months (that is, after between five and six weeks on course) most students have reached the standard of the Chamber of Commerce Intermediate Examination. The following year they can, if they wish, take a similarly staggered four-week course to Advanced standard.

The cost of a 200-hour long course on the normal programme is:
Residential, 150 guineas.
Non-residential, 80 guineas.

If, however, someone is required to go, for instance, to West Africa at a moment's notice, then individual courses can be arranged in a wide variety of languages to suit these special circumstances. Examples of these are two weeks Advanced Italian and four weeks Basic Portuguese.

For individual courses fees depend on duration but a four-week residential course could cost 210 guineas.

The address of the Euro-Lang Centre is Parkfield, Dorridge, Solihull, Warwickshire.

Lyon Group extend Scottish industrial building programme

THE LYON GROUP has announced plans for extending their industrial building programme in Scotland by undertaking a £1½ million advance factory project and by creating a new industrial estate at Righead near Bellshill in Lanarkshire.

Giving details of these plans in Glasgow Mr. Ronald Lyon, chairman of the group, said he believed that the advance factory programme was the largest ever undertaken by a private developer in Scotland. It would embrace a total of 350,000 sq. ft. of factory space in units of 5,000 sq. ft. and upwards at Lyon estates in the Glasgow area, Airdrie, West Lothian, Dundee and Renfrew. The largest unit will be 50,000 sq. ft. and the smallest 15,000 sq. ft., but all will be capable of sub-division into smaller units. He expected there to be something over 40 separate factories and estimated their employment potential at 1,200 jobs.

The new Righead Industrial Estate would cover 100 acres and it was planned to build about 150 factories providing some 2,000,000 sq. ft. of factory floor space. It was seen as an eight year project costing about £6½ million and providing employment for 7,000 people.

Work on the advance factory programme is to begin next month, and on the industrial estate in the early part of next year.

The Lyon Group policy for Scotland involves a total investment of £50 million, of which some £15 million is already committed. Twenty factories have already been handed over to firms, another 30 are under contract and there are a further 107 factories in the pipeline at various stages of negotiation. Altogether this accounts for about 1,500,000 sq. ft. of factory space, and is distinct from the latest announcements.

Mr. Lyon anticipated no difficulty in finding tenants for his group's advance factories, and added: 'I shall be very surprised if many of them are without tenants by the end of the building programme next year.' The two principal reasons for this optimism were his conviction that Government measures to induce industry into development areas were becoming more and more effective, and that Glasgow's massive urban renewal programme was forcing more firms to seek new and more modern premises. Many of the firms taking factories on his company's estates were in fact being re-housed, and therefore not all the jobs being provided were new, though the trend was towards increasing employment opportunities.

Fifteen new industries in Ulster

FIFTEEN NEW INDUSTRIES, with Government support, commenced production in Northern Ireland last year, the Ulster Office announces.

The industries covered virtually all parts of Ulster. They included Goodyear, in the new city of Craigavon; Kent Plastics (UK), who make plastic components for the car industry, and Slack & Parr Ltd., engineers, at Enniskillen, in Co. Fermanagh; Stubbe (NI), making injection moulding machines at Portadown in Co. Armagh; the Fatstock Marketing Corporation, food processors, at Newry, in Co. Down, and Dynadrive Ltd., producing a control system used in the manufacture of paper at Bangor in Co. Down.

Work also started last year on the new building dock for Harland & Wolff Ltd., in Belfast.

New poultry plant in Northern Ireland

A NEW £200,000 poultry processing plant for Ross Chicken Ltd. was opened at Armagh, by Captain Terence O'Neill, Prime Minister of Northern Ireland, on May 17.

Together with breeding and research farms, and the new Fairbairn (Ross) hatchery at Portadown, the Armagh plant represents a £1 million Ross investment in the poultry industry of Northern Ireland. Designed on flow-line principles and equipped with the latest machinery the factory will have an ultimate throughput of 80,000 birds a week at a maximum 2,000 birds an hour handling capacity. Already it has provided employment for 50 local personnel.

Secretary of State for Economic Affairs: visit to Yorkshire

MR. PETER SHORE, Secretary of State for Economic Affairs, visited Yorkshire and Humberside on May 23 and 24.

This is the first of a series of regional visits, in which the Secretary of State will be discussing with industrialists, local authority and trade union representatives the economic problems of their area. In particular he will stress the importance of planning for industrial change and the need to concentrate on the switch of resources into exports and investments.

Building control limit raised

MR. ROBERT MELLISH, Minister of Public Building and Works, has made an Order, which came into effect on May 23, raising the cost exemption limit for building licensing from £50,000 to £100,000. The Order – Statutory Instrument 1968 No. 781 – was laid before Parliament on May 22.

The Minister also laid before Parliament on the same day the first report on the working of the Building Control Act, covering the period from the commencement of the Act on August 9, 1966, until March 31, 1968. The report was published as a White Paper on May 22.

Report of the Patent Office for 1967

THE COMPTROLLER-GENERAL'S Annual Report on the work of the Patent Office in 1967 was published on May 23. Patent applications were again at a new record level although complete specifications fell by about 300. Despite this the loss of experienced staff led to an increase of some 2,000 in the number of specifications awaiting examination at the end of the year.

The Comptroller-General points out that even so the position in the British Office is still much better than that in other large Patent Offices which carry out an examination. Concern at the position has led to a further attempt to produce some rationalization of the international patent situation, and this is now being pursued vigorously.

Applications for industrial designs fell slightly. This was attributable to textile designs which fell by 15 per cent.

Trade mark applications increased by about 4 per cent. The greatest numbers of applications were again in pharmaceuticals and scientific apparatus.

The report clearly shows the extent of American influence. Of the applications for patents 23 per cent came from the United States (29 per cent of the complete specification), while 13 per cent of the trade mark applications came from there.

Copies of the Report 'Patents, Designs and Trade Marks, 1967 – 85th Report of the Comptroller-General, HC 238' are available from HMSO, 49 High Holborn, London, W.C.1, and branches (price 3s. 6d.), or by post from HMSO, PO Box 569, London, S.E.1 (price 3s. 11d.).

Patents endorsed 'Licenses of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following Patents were endorsed "Licences of Right' on the dates specified:

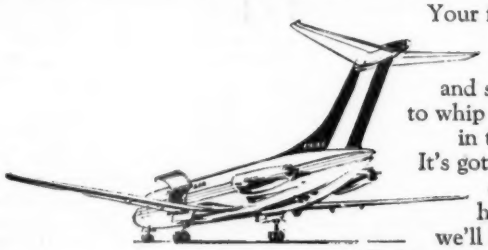
NUMBER	GRANTEE	SUBJECT-MATTER
	May 13, 1968	
932,122	Goldsbury, Frank Ernest	Micrometer gauges.
1,056,472	Agfa Aktiengesellschaft	Process for the production of images or printing plates.
1,062,668	Penberthy, Harvey Larry	Method and apparatus for producing glass.
	May 14, 1968	
841,276	Anciens Etablissements R. Velut	Liquid distributing device for trickling apparatus.
1,050,124	Solvay & Cie.	Plastic material compositions process for their production and use thereof.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller.

The Patents Office.

We aim to get you out of Rome within the hour



Your freight, that is—not you personally. And thanks to our new, fully automated Cargo Terminal at Fiumicino Airport, so we shall. Because our Terminal is fitted with the most modern and sophisticated cargo handling system in the world. Designed to whip your freight through in record time—and on to any point in the world-wide Alitalia cargo network.

It's got its own computer, for a start. Plus a vast complex of conveyors, sorters and stackers. All fully automated. And it can handle 450,000 kg of cargo a day. Preferably palletised—but we'll handle the other stuff just as rapidly.

All this means that we can have your cargo off the incoming plane, through the Terminal, and into the next plane within an hour—or even less.

It's all part of the new Alitalia cargo system—coming in this year to shift even more of your freight even faster through the world-wide Alitalia cargo network. On the London-Rome run, we've got new all-cargo DC9F jets*, taking 16 tons at a time. And to fly your freight on to Africa or the Far East—the new all-cargo DC8/62F,* capable of handling a load of 42 tons.

* *Scheduled to commence operation during 1968. Subject to Govt. approval.*

See your Forwarding Agent. Or call us direct —we have offices in London, Birmingham, Manchester, Glasgow and Dublin.

It's all part of the new

ALITALIA

Cargo System

New Books

Productivity is a highly controversial issue: there is no easy formula for success. What is right for one company is unlikely to fit the practice and background of another. This point is amply demonstrated in **The Realities of Productivity Bargaining: Industrial Relations Committee Report,** edited by Marjorie Harris. (46 pages. Institute of Personnel Management, 5 Winsley Street, Oxford Circus, London W1. 10s. 6d.), which is based on discussions which took place during a recent two-day seminar on productivity bargaining arranged by the Institute National Committee on Industrial Relations. The main emphasis is on three case studies, which were concerned with the General Electricity Generating Board, the Henry Wiggin and Company Ltd., agreements, and the Company X agreement. A study of the experience gained in these three case studies reveals a number of general principles, and particular patterns of productivity bargaining appropriate to situations with certain charateristics. These principles and patterns are analyzed in the chapter on principles and parameters.

Productivity Bargaining and the Engineering Industry. (60 pages. The Engineering Employers Federation, Broadway House, Tothill Street, London SW1. 5s.) This study was undertaken by the Federation Research Department at the request of the Management Board. The intention was two-fold: firstly to utilize the study material to advise members and local associations on the subject; secondly to consider the implications for national bargaining. The first part contains a summarization and appreciation of the concept of productivity bargaining technique, and considerable stress is laid on the important point that successful productivity bargaining can only be achieved by joint consideration and mutual trust between employer and employee. This is followed by a general discussion on the application of productivity bargaining in individual companies illustrated by several case studies. There is an appendix on productivity measurement, again illustrated by methods used in three different engineering firms. The paper also has a short bibliography.

General Cargo Handling in Three EFTA Ports. (65 pages. Available free from the EFTA Information Centre, Board of Trade, 1 Victoria Street, London SW1). In November 1965 the Council of the European Free Trade Association established on the recommendation of its Economic Development Committee, a working party. The working party's terms of reference were to consider in the light of the conditions in three representative EFTA ports, the following problems: (a) unco-ordinated transport to and from port areas; (b) excessive fragmentation in cargo handling; (c) the casual handling of dock labour; (d) the requirements of the customs authorities. It had to recommend more effective economic, and speedier means of handling general cargo in these ports; the general cargo having been delivered or collected by road or rail. *General Cargo Handling in Three EFTA Ports* contains the report of the working party, which considered the problems of cargo handling in the ports of Manchester, Oslo, and Lisbon. In addition to an analysis of these problems the booklet has a chapter on the preparatory discussions of the working party, and another chapter on general comments made by the working party and its conclusions.

Making Fuller Use of Survey Data, by Michael Phillipson. A PEP report. (79 pages. Available from Research Publications, 11 Nelson Road, Greenwich, London SE10. 8s.) Since 1963 a project has been going forward to explore the possibilities of creating a bank of the data already collected in social and other surveys of various sorts. The ultimate purpose of the bank is to enable secondary analyses to be made of the data and to avoid unnecessary duplication of work. PEP received a grant for this feasibility study, and this report is designed to throw light on some of the technical and policy problems which have to be faced in setting up the data bank. The study succeeded in locating a large amount of dormant material of potential interest for secondary analysis, and there is evidence that the untapped resources are still very large. From the information collected, however, it is clear that there is enormous variation in the quality of surveys, and that the application of minimum methodological criteria to the pool of surveys located would considerably reduce the number worth preserving. The study has also disclosed some important difficulties in the way of securing co-operation from potential suppliers of data. The problems of retrieving questions from the data bank are examined, there is also a discussion of the grounds according to which surveys would be selected for inclusion in an archive.

Commerce, Industry and HMSO: A Selection of Government Publications for the Businessman. (34 pages. Available free from HMSO and other Government bookshops). A further revised edition of this annotated list of publications of interest to businessmen, compiled with the assistance of the Board of Trade Library, has just been issued. As in previous editions, both British Government publications and those of international organizations for which HMSO acts as sales agent are listed. HMSO's own publications, together with a number of departmental publications not sold by HMSO (which are not listed in any other HMSO catalogue), are described under the headings of General reading and reference; Foreign trade, importing and exporting; Home industry and trade; Companies, finance and taxation; Industrial relations, manpower and management; Technology, research and design. Publications of eight international organizations are also included. This pamphlet can include only a selection from the large number of official publications which are of interest to the businessman; its main advantage is that it brings together many items the details of which have otherwise to be sought for in a wide range of sources. The brief annotations provide additional information on the scope and content of many of the publications listed. Readers should note that the information given on page 14 concerning the arrangements for keeping up to date the Ministry of Labour's annual publication *Time Rates of Wages and Hours of Work*, is no longer accurate; the updating service is now provided by *Changes in Rates of Wages and Hours of Work* (monthly, single copies 2s. 6d.; annual subscription 33s.).

Principles of Financial Accounting, a Conceptual Approach, by H. A. Finney and Herbert E. Miller. (499 pages. Prentice-Hall International. £4 4s.) Broadly speaking accounting is an information gathering system. The main purpose of this publication is to teach the student basic financial accounting concepts and, through exposure to the accounting processes and generally accepted procedures enable him to understand financial statements. The emphasis is on the nature of accounting and not on procedures. Apart from the main subject of financial accounting, the authors have included chapters on price-level changes and consolidated statements.

Double Taxation Relief (IR6). Board of Inland Revenue. (30 pages. Available free from the offices of HM Inspector of Taxes.) The Board of Inland Revenue has revised this publication and brought it up to date to March 1968. It reflects the effect of the introduction of corporation tax in the United Kingdom. Information is given on double taxation agreements, relief under Section 31 of the Finance Act 1966 on United Kingdom dividends paid to non-residents, unilateral relief, particular aspects of the treatment of dividends and finally, claims for double taxation reliefs. **Tax on Short-Term Gains. Case VII of Schedule D (IR5).** Board of Inland Revenue. (56 pages. Available free from the offices of HM Inspector of Taxes.). This new edition explains the main features of the law and practice relating to short-term gains tax as at March 1968, including the important amendments in the scope of the tax made by the Finance Act 1965.

In the next five years the change from manufactured to natural gas and the rapid expansion of sales virtually means the creation of a new gas industry. This point is reiterated in the Government's White Paper on Fuel Policy (Cmnd 3438), which also states that natural gas is expected to meet about 15 per cent of the total demand for energy in Britain by 1975. **Investment in Natural Gas: The Prospects and Plans of the Gas Industry.** (16 pages. Available free from the Gas Council, 59 Bryanston Street, London W1), contains a critical account of the industry's recent development. It begins with a summary of the industry's recent history and present position, and goes on to discuss such topics as: the reserve of natural gas from the North Sea; the fuel policy; the market for natural gas; the system for the distribution of natural gas; and finally the conversion to natural gas. The introduction of natural gas presents technical problems which have to be solved by research and development. The final part of this publication contains an analysis of some of these problems, which are both managerial and financial in nature. A number of useful tables and graphs are included.

Russia, China and the West. Central Office of Information. (114 pages. Available from HMSO and other Government bookshops, 9s. 6d., by post 10s. 1d.) A critical understanding of the political relationships between Russia, China and the West involves a historical analysis. This pamphlet gives an account of the points at issue between the Western and Communist worlds since 1945. It begins with an account of the situation that led up to the 'cold war', deals with the crucial confrontations over Berlin and Cuba and goes on to describe the complex and in some ways more relaxed situation that exists today. *Russia, China and the West* gives background information on many current topics, such as the Sino-Soviet dispute, 'polycentrism', the impact of Great Power relationships in the 'third World', Vietnam and the disarmament negotiations, including the non-proliferation treaties. Also included is a useful chronology of events since 1944, and a bibliography of British official publications relevant to the subject.

Other Publications

COMPUTER EDUCATION IN THE TECHNICAL COLLEGES. Central Office of Information and the Department of Education and Science. 17 pages. Available free from Further Education Information Officer (Room 102), Department of Education and Science, Curzon Street, London W1.

SERVICING AND MAINTENANCE OF HOME APPLIANCES. 22 pages. Available from the Consumer Council, 3 Cornwall Terrace, London NW1. 6d.

Aviation and Shipping

As guests of BOAC, a party of more than 30 British businessmen left London Airport on May 13 on an inaugural VC 10 flight to the Eastern Caribbean. They were met at Trinidad Airport by Mr. P. Fogarty, manager, BOAC Eastern Caribbean, and by Mr. Charles Thompson, Commercial Counsellor, British High Commission, and members of his commercial staff. The British firms represented included a wide variety of interests, mainly in middle and smaller ranges of industry. The party was accompanied throughout by Mr. E. J. Smith, sales manager, BOAC; Mr. Tony Arnold, district sales manager, Birmingham; Mr. H. Birtles, Director, Export Services Branch, Board of Trade; Mr. R. M. Banks-Jones, secretary, British National Export Council, and Mr. W. G. Whitney, executive secretary, BNEC Caribbean Committee.

Shipping company's three-year £5½ million programme completed

'SANGRO' the latest 'S' class cargo vessel (2,350 tons d.w.), the last of five such vessels to go into service for the Ellerman's Wilson Line Ltd., of Hull, made her maiden voyage from her home port of Hull to Oslo, Norway on May 24. She arrived at her destination with a full cargo of British exports on Sunday, May 26.

Her entry into service marks the completion of the company's current £5½ million fleet modernization programme in which six vessels (the five 'S' class cargo liners, totalling nearly 12,000 tons d.w., plus the 7,000-tons gross passenger-car-container ship 'Spero') have entered service since the end of 1965. In addition, it completes an important stage in Wilson Line's continuous programme of improvements in their trade with Scandinavia in general.

As a result of this modernization, all Wilson Line services between Hull, London and Felixstowe and the principal ports of Norway, Sweden and Denmark are now operated at *minimum* frequencies of weekly sailings, and shippers have the opportunity of being able to present their goods for shipment in any form they wish, whether conventionally, containerized, palletized, or unitized.

The 'S' class ships are well equipped with cargo handling gear, and are achieving creditable loading and discharging performances.

To quote a recent example, the m.v. 'Salmo', second of the 'S' class to enter service and the vessel with which 'Sangro' will maintain the weekly Hull/East Norway service, handled no less than 3,000 tons of cargo in the space of four days in Hull last week; and, although she was a day late in arriving in the port because of time lost through labour shortages at ports on her way home, she was still able to turn round on schedule.

'Sangro's' arrival in Oslo coincides with the 2nd International Shipping Exhibition currently being staged there, in which Wilson Line are taking part – their third appearance at an exhibition in that city since 1965.

Awards for saving life at sea

MR. ANTHONY CROSLAND, President of the Board of Trade, has made the following awards to:

Mr. Alistair MacRae, cadet, mv 'Scotstoun': a piece of plate.
Mr. Shu Yam, sailor, mv 'Scotstoun': a piece of plate.

The awards recognize the services rendered in saving the life of a seaman at Naoetsu, Japan, on September 13, 1967.

On the evening of September 12, while the 'Scotstoun' was moored at Naoetsu, the weather deteriorated and at 00.15 hours the crew was called out to tend the moorings; the engines were made ready. The wind increased to gale force with heavy squalls and at 01.25 hours the moorings began to part.

During operations to maintain the vessel's position, the after mooring line broke and knocked the bosun into rough and dangerous water between the vessel and the quay. Mr. MacRae and Mr. Shu Yam immediately jumped in. They turned the unconscious bosun face unwards and supported him while they fixed lifelines. The unconscious man was then hauled to safety on the quayside.

There is no doubt that they saved the bosun's life by their prompt and courageous action.

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry.

TUESDAY, MAY 21

Board of Trade grants to Scotland

The President of the Board of Trade was asked if he would break down the sum of £651,000 in grants offered by his department in Scotland in the year 1967-68. In reply Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, gave the following information:

	£'000	
	Sport and other recreations (S.I.C. 882)	Catering, Hotels, etc. (S.I.C. 884)
Highlands and Islands . .	Nil	6
Glasgow and Central Belt .	Nil	445
Remainder	10	190
	10	641

WEDNESDAY, MAY 22

Scottish trade communications

A Member who asked Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, about plans to provide assistance to enable Scotland to increase and develop its trade opportunities with Scandinavia, Russia and Northern Europe by improving its overseas communications with those countries, was told that the development of these communications was a matter for the commercial judgment of the operators concerned and the Board of Trade had no plans for special assistance to Scotland in this field.

Aluminium smelting

A Member asked if the President of the Board of Trade would now establish a smelter at Invergordon to provide 650 jobs; and if the President would make a statement on the EFTA Ministerial Meeting held in London on May 9 and 10; and what changes had been made following these meetings in his plans to announce his decision on the British aluminium project. Mr. Dell answered that at their meeting in London on May 9 and 10 Ministers discussed *inter alia* the impact on EFTA trade of the proposed expansion of aluminium smelting capacity in the United Kingdom with the assistance of Government aids available under general legislation and the effects which this could have on Norwegian exports.

At the request of the EFTA Council the United Kingdom and Norwegian Governments agreed to have urgent further bilateral talks on this topic and to report to the Council. The President was in Oslo that day for a discussion with the Norwegian Minister of Commerce and Shipping.

EFTA Ministers were assured that HM Government would take full account of these talks in arriving at decisions on the British proposals. Meanwhile negotiations with the aluminium companies concerned were still in progress.

Norwegian complaints to EFTA Council

In answer to a question on formal complaints made by the Norwegian Government to the EFTA Council since its inception on matters involving the British Government, Mr. Dell said the Norwegian Government had made one formal complaint involving the British Government to the EFTA Council. The complaint was made in mid-1965 and concerned the tariff treatment accorded by the United Kingdom to certain forms of frozen boneless fish derived from fish fillets. The complaint was examined by a Committee of Inquiry of members of EFTA delegations in Geneva; after discussions in the Council, the United Kingdom agreed to concede EFTA tariff treatment to the disputed products.

Register of Scottish goods

Replying to a suggestion that the Board of Trade should take steps to promote a Register of Scottish Manufactured Goods for general publication, to encourage consumers in Scotland to back Scotland by increasing their purchase of home-made goods and reducing imports, Mr. Dell said, a great deal of information about Scottish manufactured goods was already available in buyers' guides and industrial directories. While HM Government strongly supported all efforts to persuade buyers in Scotland and in other parts of the United Kingdom to meet more of their requirements from competitive home production, he did not feel any useful purpose would be served by a new publication on the lines suggested.

Foreign banks in the United Kingdom

'Banking companies incorporated outside Great Britain and establishing a place of business within Great Britain are subject to Part X of the Companies Act, 1948,' said Mr. Dell, answering a question concerning conditions imposed on the establishment of United States and other foreign banks in the United Kingdom.

Trade with Hong Kong

A Member who asked what steps were being taken to arrest the gradual deterioration of the United Kingdom's balance of trade with Hong Kong over the last several years, was told by Mrs. Dunwoody: 'We, together with the British Trade Commission in Hong Kong and the BNEC Asia Committee, are doing all that we can to increase our exports to this free port by encouraging and assisting exporters to exploit the opportunities created by devaluation through support for missions, trade fairs and similar joint promotional activities and by the help given to individual exporters.'

Subsidized consultancy services

Mr. Edmund Dell, Minister of State, Board of Trade, was asked what types of service in the field of consultancy he proposed to subsidize; what types of firm providing such services he intended to include in the scope of the provision; and what total expenditure of public money he estimated would be involved in the Bristol area and elsewhere. He replied that the detailed arrangements were at present being worked out in consultation with a wide range of professional bodies concerned with advising on management and production techniques, design and marketing. The President hoped to launch the pilot scheme next month. He would announce the details then and would be seeking the necessary Parliamentary authority for the expenditure involved.

(Continued on next page)

Parliamentary Answers on aviation and shipping

Below are a number of Parliamentary Answers relating to the aviation and shipping industries. Other Parliamentary Answers are given above.

WEDNESDAY, MAY 22

United Kingdom-UAR air services

Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, was asked to outline the terms of the agreement on air services between the United Kingdom and the United Arab Republic; and to state whether he was satisfied that United Arab Airways complied both with the terms of this agreement and the fare structure authorized by International Air Transport Association. Mr. Mallalieu said the agreement followed broadly the pattern of most of our air service agreements. Permission for United Arab Airlines to serve London was dependent, among other things, on their charging fares approved by both governments. These normally reflected resolutions of the International Air Transport Association. Mr. Mallalieu added: 'Reports have persisted that passengers have bought tickets for travel by United Arab Airlines at below the approved rates and I am pursuing this matter with the airline.'

THURSDAY, MAY 23

Aldergrove Civil Airport

Mr. Mallalieu gave the following information to a Member who asked for the numbers of passengers handled at Aldergrove Civil Airport in County Antrim, travelling to or from countries outside the United Kingdom and those travelling within the United Kingdom, respectively, during the preceding three years; and the estimated numbers in both categories, respectively, which were expected to use Aldergrove Civil Airport in 1968, 1969 and 1970, respectively.

(Thousand)

Year	International	Domestic	Total**
1965 . .	19	842	860
1966 . .	23	971	995
1967 . .	23	960	983

** Discrepancies between totals and the sum of their constituent items are due to rounding.

The average rate of increase in the last five years has been rather more than 10 per cent. Expansion at about this rate is expected to be resumed after little increase this year.

Aerobatics at Sywell aerodrome

A Member asked what representations had been received from the residents of Mears Ashby, Northamptonshire, regarding flying operations and aerobatics at Sywell Aerodrome; Mr. Mallalieu said a petition, signed by some of the inhabitants of Mears Ashby, had been received asking for the prohibition of flying operations and aerobatics at Sywell Aerodrome during week-ends. In reply it was suggested that the matter should be pursued with the airport owners who were best placed to decide what measures could be taken to minimise the disturbance.

PARLIAMENTARY ANSWERS, *continued*

Imported fruits

Asked to list those fruits, hard and soft, grown in the United Kingdom which received import protection, periodic or full-time, either by tariff or quota, Mr. Dell said, imports of all fresh fruits grown in the United Kingdom on a commercial scale were subject to import duties, with the exception of those imported from the Commonwealth Preference Area and the Irish Republic. 'The rates of duty and the periods to which they apply are given in Chapter 8 of HM Customs and Excise Tariff, a copy of which is in the House of Commons Library,' said Mr. Dell. He went on to say that imports of apples and pears other than from the sterling area were subject to quota restrictions. In addition imports of fruits grown in the United Kingdom on a commercial scale were admitted from Eastern Area countries only under limited bilateral quotas.

Ownership of fuelling stations

'As I have already announced, I propose to keep a close watch on the operation of the revised Undertakings and will investigate, with the oil companies, any evidence that the Undertakings are not being observed,' said Mr. Dell, answering a Member, who asked what steps were being taken to ensure the observance of voluntary undertakings entered into by road fuel supply companies in pursuance of recommendations by the Monopolies Commission, particularly in view of the recent removal by HM Government of the limit previously placed on the ownership of fuelling stations by oil companies.

Advance factories in Aberdeen

A Member inquired why two applicants for the two vacant advance factories in Aberdeen were not given the facilities they sought from the Board of Trade; and what steps were being taken to encourage applicants to occupy these empty factories. Mrs. Dunwoody said that one applicant subsequently decided to extend his existing premises in Aberdeen and was granted an industrial development certificate for this purpose, while the other applicant did not qualify for financial assistance under the Local Employment Acts. Every effort was being made, including the use of national advertising, to bring the factories to the attention of suitable industrialists.

North-East Development Council

Mrs. Dunwoody was asked whether it was with the approval of the President of the Board of Trade that the North-East Development Council was spending public funds in an attempt to induce industry to leave Yorkshire. She answered: 'No, Sir. The Council is responsible for its own publicity. But while it remains the Government's policy to give priority to the needs of the Development Areas for new employment, I deprecate any action being taken which would intensify the economic difficulties of the less prosperous areas of Yorkshire.'

Answering a further question on Board of Trade assistance to the North-East Development Council to assist their policy of attracting industry to the North-east as a contribution to solving the chronic unemployment problems of that area, Mrs. Dunwoody said, the Government's Distribution of Industry policy had as a major objective the encouragement of industry in Development Areas and the Regional Office in Newcastle co-operated with the North-East Development Council in bringing the merits of the North-east to the notice of firms seeking locations in such areas.

THURSDAY, MAY 23

Eastern Borders Development Area

In reply to an inquiry on efforts to secure tenants for the two advance factories in the Eastern Borders Development Area, Mrs. Dunwoody said every effort, including advertising in the national press, was being made by the Board of Trade to find suitable tenants for these two Development Commission factories. Tenants would be eligible to be considered for the wide range of incentives available in development areas.

FRIDAY, MAY 24

Trading with African countries

Mrs. Dunwoody was asked for details of the latest available trade and investment figures of Great Britain with South Africa, with Portuguese Africa and with the rest of Africa, respectively. She gave the following information:

For the year ending March 1968, United Kingdom exports and imports were:

	£ million		
	Imports c.i.f.	Exports f.o.b.	Re-exports f.o.b.
South Africa	235	251	4
Portuguese Africa	5	18	negligible
Rest of Africa	500	310	5

Portuguese Africa comprises Mozambique, Angola, Cape Verde Islands, Portuguese Guinea, Principe and S. Tome Islands.

The book values of United Kingdom investment at end-1965 were:

	£ million
South Africa	392
Mozambique	10
Rest of Africa	398

Mrs. Dunwoody continued: 'A total for Portuguese Africa is not available. The figures almost certainly do not reflect the full value of our investments. Details are given on page vii of the *Board of Trade Journal* of January 26, 1968. Details of net investment during 1966 have recently become available:

	£ million
South Africa	35
Mozambique	1
Rest of Africa	14

Violations of Gatt

The President was asked how many persons in his department were concerned with the task of detecting violations of the General Agreement on Tariffs and Trade rules by foreign countries and what were the corresponding figures for 1951 and 1964. Mr. Anthony Crosland, President of the Board of Trade, said scrutiny of the trading practices of other countries and of the ways in which such practices might affect the interests of this country was part of the daily work of all the divisions of the Board of Trade concerned with our external trade and commercial relations, as well as of HM Embassies and High Commissions overseas. The compatibility of such practices with the General Agreement on Tariffs and Trade was, of course, one of the matters taken into account.

Departmental Committee of Patent Law

The Departmental Committee on Patent Law, said Mr. Dell, in answer to a question, has held 12 meetings. It is expected that it will report towards the end of 1969. The report will be published by HMSO.

World trade statistics

A Member asked if the President would publish in the Official Report a table of figures giving details of world trade, exports and imports, monthly averages, seasonally adjusted in millions of dollars, for each quarter from 1964 to date for Great Britain, the United States, Germany, France and Italy, respectively, from information available from international sources. Mrs. Dunwoody replied that this information was available from 'Main Economic Indicators' published by the Organization for Economic Co-operation and Development. 'Data from the third quarter of 1965 to the fourth quarter of 1967, the latest for which information is available, are on pages 114 and 116 of the issue for April 1968,' said Mrs. Dunwoody. 'Information for the earlier periods in question is shown on pages 116 and 117 of the issue for November 1966.'

Industrial development certificates

A Member who asked how many industrial development certificates had been issued this year to permit development in the North-west outside the development areas and also in the Merseyside development area and Skelmersdale New Town, was told by Mrs. Dunwoody that in the period January 1 to April 30 this year 166 industrial development certificates had been issued in the North Western Region outside the development areas, 64 in the Merseyside development area and seven in the Skelmersdale employment exchange area.

MONDAY, MAY 27

Imports of tobacco

Mr. Dell, asked about the total value of tobacco imports to the United Kingdom in 1964 and 1967 from the sterling area and from the dollar area, respectively, circulated the information in Hansard.

Industrial development since devaluation

Asked about new industrial development inquiries and proposals arising from Government policies since devaluation was announced, Mrs. Dunwoody said there had been some increase in applications for industrial development certificates in the last quarter of 1967 and the first quarter of this year, though it was too early to draw any firm conclusions from these figures about the trend in industrial development.

CATALOGUES OF GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer their customers a comprehensive service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room D.74, Atlantic House, Holborn Viaduct, London, E.C.1, asking for the CATALOGUE SERVICE LEAFLET.

Government surplus sales by auction

MINISTRY OF DEFENCE

1968	Stores	Location of Sale	Auctioneers
June 6 .	Aircraft equipment, miscellaneous stores .	No.25 Maintenance Unit, R.A.F., Hartlebury, Worcs.	Nock & Joseland (Dept. L), 65 Coventry Street, Kidderminster, Worcs. (Tel. 2053.)

Coventry Climax engines; electric motors; electrical equipment and spares including, rectifiers; inverters; alternators; transformers; regulators; switches; meters etc.; generators; fuel pumps; batteries; cameras and photographic equipment; film and bromide paper; aircraft wheels; brake units, cockpit covers; cushions, seats, valves etc.; aircraft tyres; clothing including greatcoats, raincoats, jackets, blouses, trousers, khaki drill, shirts, underwear etc.; webbing equipment; wooden boxes; furniture and a large quantity of corrugated iron sheets of various dimensions.

June 11-13 .	Miscellaneous equipment and stores . .	Ordnance Storage and Disposal Depot, Branston, Nr. Burton-on-Trent, Staffs.	Arnold & Son (Dept. L), 'Modwena House,' 13 Market Place, Burton-on-Trent, Staffs. (Tel. 4657.)

Machine tools including, bench, pillar and radial drills; centre, capstan, turret and watchmakers lathes, plain and horizontal millers; stone shaper; engraver; sanding and screw gauging machines; borers; cylinder and crankshaft grinding machines etc.; large quantities of aircraft tyres and motor vehicle spares; wooden boxes and packing pieces; radar, radio and wireless equipment and spares; two-wheeled machine shop trailers; various paints and primers; plant and equipment; cameras and photographic equipment; 20,000 coloured blankets; black cotton webbing ½ in. to 1 in.; Wigan cloth; lifting equipment; and a large assortment of general stores.

June 18-19 .	Technical and miscellaneous equipment and stores	Western Command Ordnance Depot, Hereford	Russell, Baldwin & Bright, (Dept. L), 20 King Street, Hereford. (Tel. 0432-4366.)

Refrigerating plants; electric trucks; petrol and diesel engines; sheepsfoot rollers; fork lift trucks; generating sets; battery charging plants; trolley jacks; used tyres; storage tanks; theodolites; levels; prismatic compasses; binoculars; wrist watches; telephone sets and exchanges; aircraft seats and spares; MT wireless and signal spares; machine tools; including rolling mills lathes; drills etc.; electric motors; pumping units; battery chargers; hydraulic and other jacks; roller conveyors; tubular scaffolding; electric cable; tools and tool kits; aluminium trays; tarpaulin sheets; bivouac tents and other tentage; haversacks and packs; large quantities of blankets, ankle boots and cap comforters; greatcoats; battle dress trousers and blouses; shorts; groundsheets and other clothing; furniture and a large selection of miscellaneous stores.

June 27 .	Technical and miscellaneous stores . .	Royal Scots Drill Hall, East Claremont Street, Edinburgh	Dixon & Wallace Ltd. (Dept. L), Bank Buildings Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447.)

Machine tools including lathes; hydraulic power press; bench drills; planing, finishing, welding, polishing machines; Fordson Diesel alternating sets; full tracked Caterpillar D8; 10-ton Albion truck; 4-ton Neal/Leyland crane; Dyson pontoon trailer; plant and equipment; water storage tanks; wireless and electrical equipment; aircraft spares; mixed ferrous scrap; galvanized wire; concrete mixers; steel racking; clothing including jackets, jumpers, raincoats, stockings, gloves etc.; textiles including sheets, blankets, kitbags and webbing; canvas, woollen and cotton rags; furniture and miscellaneous general stores.

Catalogues of the above sales may be obtained from the relevant auctioneers about 14 days prior to and up to the date of sale, price 1s. 0d. (postal order only).

CAMERAS

Over 400 CAMERAS, including CONTAX, FINETTA, ISOLETTE, MIKROMA, MINOLTA, RETINA and ROBOT will be offered for sale in the Ministry of Defence Auction Sale to be held at BRANSTON on June 11 to 13, 1968. Catalogues, price 1s. 0d. (postal order only) may be obtained from the auctioneers: Arnold & Son, 13 Market Place, Burton-on-Trent, Staffs.

ARMY BOOTS

A large quantity of ARMY BOOTS (unworn) are to be sold at the Ministry of Defence Auctions Sales to be held at HEREFORD on June 18 and 19, and at EDINBURGH on June 27, 1968. They will be sold in sizes, most Lots not exceeding 200 pairs. Catalogues, price 1s. 0d. (postal order only) are available from the auctioneers

HEREFORD: Russell, Baldwin & Bright, 20 King Street, Hereford.
EDINBURGH: Dixon & Wallace Ltd., Bank Buildings, Graham, Square, Glasgow, E.1.

PLANT AND EQUIPMENT

Due to the closing of a factory a large quantity of PLANT AND EQUIPMENT is to be sold by auction at HEREFORD on June 18 and 19, 1968. Items include Industrial Refrigerating Plants, Electric Platform Trucks, Air Compressors, Battery Charging Plants, Greenwood & Batley Rolling Mills, High Speed Pumping Units, Laurence Scott Electric Motors (1 to 20 h.p.), Mild Steel Tanks and many other items. Catalogues, price 1s. 0d. (postal order only) are obtainable from the auctioneers; Russell, Baldwin & Bright, 20 King Street, Hereford.

MINISTRY OF PUBLIC BUILDING AND WORKS

1968	Description of Goods	Location	Auctioneers
June 11 .	Office and miscellaneous furniture, engineering and electrical equipment, domestic, canteen and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: price 6d. direct from auctioneer. View days: Day preceding and morning of sale.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1966 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1966	1958	1958	1958	1958	1958				
Value in base year, £m.	20,130	—	16,041	15,386	15,386	11,372	3,492	922	688	586	1,219	Series shown in £ million			
1962	114	115	127	123	114	..	129	119	134	143	124	+ 87	+ 22	+35	+14
1963	118	119	135	131	119	..	131	104	143	146	130	+221	+113	+44	+55
1964	125	128	145	140	124	..	154	118	171	185	147	+590	+354	+88	+47
1965	129	132	155	148	126	..	160	130	170	189	152	+365	+217	+42	+43
1966	131	133	163	157	129	100	162	134	163	183	163	+199	+129	+ 2	+ 6
1967	132 (1)	133	169	164	131	101	171	127	168	200	185	+ 96(1)	— 39	—37	+10
1966															
3rd quarter	131	134	162	157	127	100	164	135	166	182	169	+ 88	+ 80	+25	—15
4th quarter	133	132	163	158	127	99	163	133	160	186	168	— 4	+ 11	— 9	—24
1967															
1st quarter	132	132	165	160	129	100	165	127	165	189	174	+ 37	— 8	—10	+14
2nd quarter	132	133	167	161	129	100	174	133	176	196	185	+ 46	+ 12	—12	+14
3rd quarter	133	132	170	165	132	102	172	126	166	204	189	— 22	— 18	—16	—20
4th quarter	132 (1)	135	172	168	134	104	172	123	164	207	194	+ 35(1)	— 24	+ 1	+ 2
1968															
1st quarter		137*				106									+46
1967															
October		133				102									
November		135				104									
December		138				105									
1968															
January		136*				104									
February		137*				105									
March		137*				107									

	ORDERS		PRICES AND COSTS					LABOUR					BALANCE OF PAYMENTS† current balance
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults (2)	Civil employment	IMPORTS	EXPORTS	
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Delivered series from Jan. 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown
Value in base year, £m.			—		—	—	—				3,834	3,250	£ million
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	156	24,193	121	120	+127
1963	138	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,240	130	130	+116
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,567	148	136	—402
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,784	150	145	—110
1966	153	104	136·9	+3·9	114·5	133·0	168·4	325	254	24,821	158	155	— 31
1967	143	114	140·3	+2·5	112·4	134·3	175·3	515	175		168	155	—514
1966													
3rd quarter	159	109	137·5	+3·7	114·6	133·8	169·8	322	253	24,892	161	157	— 52
4th quarter	153	104	138·6	+3·8	113·0	133·5	169·8	417	209	24,641	147	164	+141
1967													
1st quarter	148	104	139·3	+3·6	112·0	133·6	171·4	458	186	24,392	164	166	+ 22
2nd quarter	148	107	140·5	+2·6	109·8	133·6	172·8	508	168	24,419	167	160	—121
3rd quarter	147	100	139·8	+1·7	110·9	134·7	177·3	555	163	24,472	162	157	— 45
4th quarter	143	114	141·5	+2·1	116·7	135·9	179·5	538	182		178	138	—370
1968													
1st quarter	141*	118*	143·5	+3·0	125·3*	139·2*	184·7	511	184		203	181	
1967													
October	145	103	140·6	+2·0	111·9	135·4	178·7	541	178		163	125	
November	145	112	141·5	+1·9	116·1	135·9	179·7	536	181		180	125	
December	143	114	142·4	+2·4	121·9	136·5	180·3	538	188		190	164	
1968													
January	143*	115*	142·9	+2·7	123·3	137·9	184·1	520	183		194	185	
February	142*	116*	143·6	+3·0	125·7	139·2	184·7	503	185		208	183	
March	141*	118*	144·1	+3·4	126·8*	140·6*	185·3	509	184		206	181	
April			146·6	+4·4	123·8*	140·7*	185·5	535	180		204*	179*	
May								544*	181*				

*Provisional. †Not seasonally adjusted. (1) Including an allowance for the difference in timing between the estimates of stock building and the recording of exports.
(2) Figures amended due to revision of normal seasonal adjustment.

Index of Industrial Production for March

THE PROVISIONAL index of production for March 1968, prepared by the Central Statistical Office, was 137 (seasonally adjusted). For manufacturing industry alone the figure was 139.

For the three months January to March 1968 it is provisionally estimated that production as a whole was 1.1 per cent higher than in the preceding three months, October to December 1967; for manufacturing industries alone there was an increase of 1.3 per cent.

The average index number for the latest three months and the previous three months shown at the foot of the table gives a general guide to the changes which have taken place in the output of the major industry groups in recent months. Several of the figures here and elsewhere in the table have been revised at later information has become available.

(*Tables on next page*)

Northern Ireland index of production

THE PROVISIONAL index of industrial production for Northern Ireland for March 1968, prepared by the Ministry of Commerce is 140 (1963=100). This is two points lower than for February 1968, and 10 points higher than for March 1967.

The index numbers for the main industrial groups with the increase or decrease on March 1967 shown in brackets are: textiles 158 (+32 points); clothing 118 (+15); engineering and metals 123 (−12); food, drink and tobacco 109 (+8); timber and furniture 131 (+25); mineral products 127 (+19); other manufacturing industries 190 (+4); gas, electricity and water 161 (+14).

New companies registered in N. Ireland

IN THE MONTH of April 1968 32 private companies with a total nominal capital of just over £1,735,000 and one company limited by guarantee and not having a share capital were registered in Northern Ireland.

During the period January-April 1968 109 companies with a total nominal capital of just over £2,327,000 were registered as compared with 88 companies with total nominal capital of almost £963,000 in the same period in 1967.

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Monthly at £1 a year, post free:
- *Tools and Implements for January and February* 1968.
- *Home Grown Timber for March* 1968.
- *Wheeled Tractors for March* 1968.
- *Boxes and Cartons for March* 1968

Quarterly at 7s. 6d. a year, post free:
- *Mechanical Handling Plant for October-December* 1967.
- *Colours for January-March* 1968.
- *Safety Razor Sets and Blades for January-March* 1968.

Index of retail prices for April

THE Department of Employment and Productivity announce that at April 23, 1968, the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 124.8, compared with 122.6 at March 19. The rise in the index during the month was due mainly to higher prices and charges for motor vehicle licences, petrol, cars, cigarettes and tobacco, wines and spirits, school meals and tomatoes.

British film fund agency

THE BRITISH FILM FUND AGENCY has published the following information for the four weeks ended April 27, 1968:

Distributors' earnings submitted:		
High cost films	£509,578	
Low cost films:		
Eligible (after multiplying by 2½)	£15,816	
Not eligible for 2½ times rental	£858	
		£526,252
Films of less than 3,000 ft. (after multiplying by 2½)		£53,912
		£580,164
Levy collections paid to Agency by HM Customs and Excise to May 13, 1968, together with an estimate of collections approximately covering entertainments for four weeks ended April 27, 1968		£372,100

The sixth interim allocation for the eleventh distribution period will be at the rate of 56 per cent.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, May 24, 1968.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Jet Set	Br/E 33206	8	May 24	S.F. (Film) Distributors Ltd.	S.F. (Film) Distributors Ltd.
Pathe Pictorial Series 690/702:					
Pathe Pictorial No. 701	Br/E 33207	8	May 24	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe Pictorial No. 702	Br/E 33208	8	May 24	" "	" "
Only When I Larf	Br/E 33209	103	May 24	Paramount Film Service Ltd.	Beecord Productions Ltd.
Pathe News 68-41	Br/E 32933	7	May 24	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 68-42	Br/E 32934	7	May 24	" "	" "
Movietone News 2032	Br/E 32881	8	May 24	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2032A	Br/E 32882	7	May 24	" "	" "
FOREIGN					
Closely Observed Trains	F 33210	92	May 24	Curzon Film Distributors Ltd.	Film Studio Barrandov, Prague.
The Fly	F 33211	9	May 24	" "	Zagreb Film, Zagreb.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **Her Majesty's Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (01-248 9876, Ext. 6147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.4 (01-248 3718).**

INDUSTRIAL PRODUCTION, *continued*

	Total all industries	Mining and quarrying	Total manufacturing industries	Manufacturing industries: Food, drink and tobacco			Chemicals and allied industries			Engineering and allied industries				
				Total	Food	Drink and tobacco	Total	Coke ovens, oil refineries	General chemicals	Total	Engineering and electrical goods	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	72	748	86	55	31	68	9	59	310	167	22	79	42
1962	115·1	95	115·3	112	110	116	129	120	131	115	123	87	112	101
1963	119·0	95	120·0	115	112	121	139	124	141	119	126	77	121	108
1964	128·2	95	129·5	118	112	129	152	135	154	128	137	75	126	121
1965	131·9	92	133·8	121	114	133	159	142	161	133	144	74	129	123
1966	133·4	86	135·6	124	117	137	165	149	167	136	152	74	131	115
1967	133·1	85	134·2	124	118	136	171	146	175	133	153	74	121	109
Unadjusted:														
1966 4th quarter	136	90	136	126	120	138	167	153	169	138	162	76	122	106
1967 1st quarter	134	86	134	118	112	128	174	154	177	135	154	75	125	110
2nd quarter	136	90	138	127	118	142	175	149	179	138	156	74	133	110
3rd quarter	124	75	125	124	116	136	163	131	167	121	142	73	102	99
4th quarter	139	91	139	128	123	137	174	149	178	139	161	73	124	115
1968 1st quarter (prov.)	141	84	141	121	117	127	179		185	141	160	72	132	124
1968 January (prov.)	135	71	134	114	115	113	172	140	177	133	150	72	121	119
February (prov.)	142	91	142	123	118	131	181	141	187	140	158	72	131	124
March (prov.)	145	91	147	125	119	136	184		190	151	172	72	143	128
Seasonally adjusted:														
1966 4th quarter	132	85	133	123	116	135	168	152	170	134	154	75	122	104
1967 1st quarter	132	86	134	124	116	138	170	154	173	134	153	75	123	108
2nd quarter	133	86	134	123	116	134	171	145	175	134	154	74	122	105
3rd quarter	132	85	133	126	119	138	169	137	174	132	152	74	117	109
4th quarter	135	84	136	125	119	135	175	147	180	135	154	72	123	113
1968 1st quarter (prov.)	137	84	138	125	119	135	174		178	137	156	72	126	118
1967 October	133	84	134	122	117	131	174	144	178	132	152	73	119	112
November	135	84	135	126	121	134	173	150	177	134	153	72	122	110
December	138	85	139	127	120	139	179	148	184	138	156	71	128	118
1968 January (prov.)	136	84	137	125	119	134	174	143	178	135	156	71	120	116
February (prov.)	137	84	138	126	119	137	173	141	178	136	155	72	126	116
March (prov.)	137	85	139	124	118	134	174		179	139	156	72	132	122
October-December (av.)	135	84	136	125	119	135	175	146*	180	135	154	72	123	113
January-March (av.) (prov.)	137	84	138	125	119	135	174	144*	178	137	156	72	126	118

	Manufacturing industries (continued): Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.			Timber furniture, etc.	Paper, printing and publishing	Other manufacturing industries	Construction	Gas, electricity and water
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass					
Weights	68	55	13	92	58	4	30	28	17	11	20	55	22	126	54
1962	108	106	114	109	105	97	118	126	129	121	111	122	118	121	125
1963	113	111	119	112	110	99	120	130	131	127	113	128	126	121	133
1964	128	127	131	119	116	102	126	148	154	139	128	139	137	135	137
1965	134	134	133	121	118	103	129	151	158	139	127	142	144	138	145
1966	125	125	127	120	117	101	127	151	157	142	121	144	152	138	151
1967	118	117	121	116	114	89	122	155	165	140	124	145	154	145	156
Unadjusted:															
1966 4th quarter	121	120	125	118	117	96	123	151	156	143	123	140	153	142	171
1967 1st quarter	122	122	122	116	113	92	128	149	155	139	112	145	150	138	182
2nd quarter	123	123	124	114	115	93	117	161	171	145	127	149	157	145	145
3rd quarter	106	105	111	109	104	81	121	152	165	133	126	134	144	148	121
4th quarter	120	119	127	122	124	91	123	158	168	142	132	152	165	148	177
1968 1st quarter (prov.)	123	121	131	127	128	94	131	161	168	149	129	157			198
1968 January (prov.)	119	116	127	116	119	93	113	153	159	144	125	158			204
February (prov.)	127	126	132	130	130	93	135	163	170	151	129	159			207
March (prov.)	124	122	134	136	135	97	144	166	176	151	132	153			184
Seasonally adjusted:															
1966 4th quarter	119	119	123	114	112	93	123	150	157	138	118	137	149	141	154
1967 1st quarter	119	119	119	115	113	90	124	152	160	138	121	143	152	142	154
2nd quarter	118	118	119	114	112	90	119	156	164	143	123	142	151	144	158
3rd quarter	115	114	121	115	112	89	123	156	167	140	125	146	152	147	153
4th quarter	118	117	124	119	118	89	123	156	169	137	128	148	160	148	160
1968 1st quarter (prov.)	119	118	125	123	124	89	125	161	170	147	136	151			167
1967 October	117	117	121	115	115	86	118	155	169	134	125	147	157		156
November	118	117	123	119	118	90	125	158	169	140	126	146	162		162
December	120	118	128	122	122	90	127	156	169	136	132	152	162		161
1968 Jan. (prov.)	119	117	126	120	121	90	123	156	164	144	138	151			164
Feb. (prov.)	120	120	123	122	124	88	123	163	171	150	135	153			172
Mar. (prov.)	119	117	127	127	128	90	130	164	176	146	136	150			165
Oct.-Dec. (av.)	118	117	124	119	118	89	123	156	169	137	128	148			160
Jan.-Mar. (av)(prov.)	119	118	125	123	124	89	125	161	170	147	136	151			167

*Latest available 3 months (December-February) and previous 3 months (September-November).

Orders, deliveries, production and exports in the engineering industries in March

THE Ministry of Technology reports that the level of production in the mechanical and electrical engineering industry (Order VI of the Standard Industrial Classification, covered by Table 1) has continued to show little change in recent months according to the first estimates for March (column 1). Taking account of the revised seasonal adjustment factors based on 1967 experience and the later estimates for February, production is now shown as having been level since last December. Output in the first quarter of 1968 was 1 per cent higher than the fourth quarter of 1967 because of the lower rate of production in October and November.

In the wider group of engineering industries including some vehicles in addition to mechanical and electrical engineering (covered by Tables 2 and 3) both home and export deliveries are provisionally estimated to have risen again in March. Export deliveries in the first quarter were 2 per cent higher than in the last quarter of 1967 but home deliveries fell by 1 per cent over the period. Total deliveries in the first quarter remained at the level recorded for the second half of 1967 as a whole.

New orders for the home market during the first quarter were 2 per cent below the level of the fourth quarter of last year. Home

Table 1. Engineering and electrical goods (SIC Order VI)
Index numbers of the volume of production, orders on hand and exports

	Production seasonally adjusted			Orders on hand (end of period) (3) seasonally adjusted			
	Total	Mechanical engineering (1)	Electrical engineering (2)	Total	For home market	For export	Exports (4)
	1958 = 100			December 1958 (unadjusted) = 100			1961 = 100
1958	100	100	100	102	102	101	81
1959	105	103	110	103	103	103	82
1960	114	112	116	121	121	122	91
1961	121	122	120	124	123	127	100
1962	123	122	126	120	116	129	100
1963	126	122	134	141	139	143	106
1964	137	133	144	164	164	163	105
1965	144	142	148	166	165	168	111
1966	152	149	157	156	157	153	116
1967	153	150	160	146	140	166	113
1966 1st quarter	151	146	158	164	163	168	120
2nd quarter	150	146	157	163	162	164	113
3rd quarter	152	151	157	160	160	161	110
4th quarter	155	154	157	156	157	153	125
1967 1st quarter	153	148	161	150	150	151	123
2nd quarter	154	152	159	151	147	161	123
3rd quarter	152	149	159	149	144	167	103
4th quarter	154	150	161	146	140	166	102
1968 1st quarter	155*	..	..	144*	135*	175*	132
1967 April	155	153	159	150	150	152	
May	154	151	157	151	148	160	
June	153	150	160	151	147	164	
July	154	151	158	150	146	162	
August	152	149	159	149	143	165	
September	151	147	159	149	144	167	
October	152	148	158	148	142	166	
November	153	150	160	147	141	166	
December	156	152	163	146	140	166	
1968 January	156*	..	..	146*	139*	167*	
February	155*	..	..	145*	138*	167*	
March	156*	..	..	144*	135*	175*	
Average:							
Latest 3 months shown	155	150	161				
Previous 3 months shown	154	149	159				
Percentage change (5)	+1	Nil	+1	—1	—4	+6	

*Provisional.
(1) Covers Minimum List Headings 331 to 352 of the Standard Industrial Classification, including scientific, surgical and photographic instruments, etc., and watches and clocks.
(2) Covers Minimum List Headings 361 to 369 of the Standard Industrial Classification.
(3) Index of the total value at constant (average 1958) prices of orders held in these industries.
(4) Quarterly index of the value at constant (average 1961) prices of exports included in Divisions 71, 72 and 86 of the Export List. The coverage is not identical with commodities produced in Order VI of the Standard Industrial Classification.
(5) In the case of orders on hand the percentage changes compare the level at the end of the latest month shown with the corresponding level three months earlier.

order books shortened again in March, showing an overall fall of 4 per cent since December and reaching their lowest level since November 1963. New export orders were 17 per cent higher in the first quarter than in the last quarter of 1967. The marked rise in export order books in March was associated with the inclusion in these first figures for the month of some large individual orders and there is little evidence as yet of a sustained general rise in export order books.

Description of the statistics

The volume indices of production and orders on hand in Table 1 relate to the engineering and electrical goods industries as defined in Order VI of the Standard Industrial Classification. The statistics of orders and deliveries in the engineering industries given in Tables 2 and 3 relate to the engineering and electrical goods industries as defined in Order VI of the Standard Industrial Classification together with locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (parts of Order VIII of the Standard Industrial Classification).

To assist in the interpretation of trends in these industries the statistics are published in seasonally adjusted form. While the method adopted in adjusting for seasonal factors removes regularly recurring influences the seasonally adjusted series still reflects the effects of factors that do not recur regularly. Moreover, the seasonal pattern may be changing. The month to month variations are therefore kept under review and the seasonal adjustment factors are re-assessed each year as another 12 months' experience becomes available. The figures in colums 1, 2 and 3 of Table 1 have been revised on this basis. Notwithstanding these difficulties the seasonally adjusted figures have shown themselves to be a valuable aid in interpreting trends in the complex engineering industries.

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes. The month to month fluctuations are particularly marked for the derived net new orders series, and in this case the figures shown against the months in Table 2 are three month centred moving averages of the seasonally adjusted figures, e.g. the figures shown against February are the averages of the seasonally adjusted figures for January, February and March.

Table 2. Engineering industries (1) Seasonally adjusted Index numbers of the volume of orders and deliveries (2)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries
	December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100	
1958	102	92	100	102	93	100	100	88	100
1959	103	105	104	103	106	105	102	103	102
1960	120	123	114	120	123	115	119	122	111
1961	122	123	122	120	123	123	126	122	118
1962	117	120	123	112	117	122	128	128	126
1963	136	139	126	134	137	123	143	143	134
1964	162	152	136	161	153	136	166	151	136
1965	165	145	143	163	145	143	171	146	142
1966	154	143	150	155	142	148	154	145	156
1967	143	144	151	137	141	152	162	155	150
1966 1st quarter	163	142	148	161	141	147	169	146	150
2nd quarter	161	143	149	160	144	148	165	139	150
3rd quarter	159	147	152	158	145	150	161	151	158
4th quarter	154	140	153	155	138	148	154	145	165
1967 1st quarter	148	134	150	147	130	148	150	147	156
2nd quarter	148	150	151	144	143	152	160	172	148
3rd quarter	147	149	152	141	147	154	163	156	148
4th quarter	143	144	152	137	144	154	162	143	147
1968 1st quarter*	141	147	152	132	140	153	169	167	150
1967 April	148	149	151	147	142	152	150	169	149
May	148	150	154	146	143	154	157	172	153
June	148	150	147	144	143	149	160	168	142
July	147	145	155	143	142	157	158	156	149
August	146	149	149	141	147	151	161	156	143
September	147	144	152	141	142	152	163	150	150
October	145	144	144	139	145	151	163	140	123
November	145	144	149	139	144	153	162	143	139
December	143	147	164	137	146	159	162	150	178
1968 January*	143	148	146	136	145	149	162	155	139
February*	142	147	153	135	140	153	162	167	153
March*	141	..	157	132	..	156	169	..	160
Average:									
Latest 3 months	141	147	152	132	140	153	169	167	150
Previous 3 months	143	144	152	137	144	154	162	143	147
Percentage change (4)	—1	+3	Nil	—4	—2	—1	+4	+17	+2

*Provisional.
(1) Engineering and electrical goods (S.I.C. Order VI), locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors.
(2) At constant (average 1958) prices.
(3) The figures shown against the months are three month centred moving averages.
(4) In the case of orders on hand the percentage changes compare the level at the end of the latest month shown with the corresponding level three months earlier.

(*Continued on next page*)

THE ENGINEERING INDUSTRIES IN MARCH, *continued*

Table 3. Engineering industries (1) Unadjusted Index numbers of the volume of orders and deliveries (1)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)
	December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100	
1958	100	92	100	100	93	100	100	88	100
1959	101	105	104	101	106	105	102	103	102
1960	117	123	114	117	123	115	119	122	111
1961	120	123	122	117	123	123	126	122	118
1962	115	120	123	109	117	122	129	128	126
1963	135	139	126	131	137	123	144	143	134
1964	161	152	136	158	153	136	168	151	136
1965	163	145	143	161	145	143	172	146	142
1966	152	143	150	152	142	148	154	145	156
1967	141	144	151	134	141	152	162	155	150
1966 1st quarter	164	157	154	162	158	153	170	153	158
2nd quarter	161	138	147	161	142	146	163	129	148
3rd quarter	159	135	141	158	132	140	161	142	145
4th quarter	152	142	159	152	136	154	154	156	173
1967 1st quarter	149	144	152	149	142	149	151	150	158
2nd quarter	148	151	154	145	145	155	157	167	151
3rd quarter	146	137	141	141	134	143	163	148	135
4th quarter	141	146	159	134	143	161	162	153	154
1968 1st quarter*	142	162	159	133	157	159	170	176	158
1967 January	151	137	143	151	136	143	153	140	145
February	150	147	154	150	143	150	152	157	167
March	149	148	157	149	146	155	151	154	163
April	148	150	155	148	151	154	149	149	158
May	149	156	151	147	142	152	156	194	148
June	148	146	156	145	142	159	157	158	147
July	147	141	146	144	145	149	156	129	137
August	147	122	123	143	112	123	160	152	123
September	146	149	153	141	145	156	163	162	146
October	145	140	148	139	142	155	164	137	126
November	144	145	156	137	145	160	164	147	146
December	141	152	173	134	143	167	162	176	191
1968 January*	142	152	143	135	154	145	163	146	137
February*	142	158	157	135	157	155	163	160	162
March*	142	175	176	133	159	176	170	223	176

*Provisional.
(1) See footnotes (1) and (2) to Table 2.
(2) Adjusted to allow for differences in the length of calendar months, but not for regularly recurring seasonal movements.

'Statistical news'

THE FIRST ISSUE of *Statistical News*, a new quarterly publication by the Central Statistical Office, was published on May 23. Its purpose is to put the user of statistics in touch with all that is going on in the world of official statistics. Each issue will carry two or three main articles treating certain topics in depth. A large number of shorter notes will range over the whole field of official statistics. A useful feature will be a comprehensive cumulative index to the contents.

In this first issue Professor C. A. Moser, the new Director of the Central Statistical Office, discusses the case for and against a centralized statistical organization, and shows how a strengthened CSO is intended to achieve the benefits of central management and control while keeping close touch with the day-to-day needs of decision-makers everywhere. He does not see the statistician simply as a purveyor of facts. 'I do not believe that there are "pure facts",' he says. 'All data contain errors, estimates and assumptions. The only purity is in the complete objectivity and integrity with which one handles them.'

Mr. J. Stafford, Director of Statistics at the Board of Trade, discusses a new Business Statistics Office which will operate the newly developed system of business and industrial statistics and compile a single, common register of business establishments, companies and enterprises.

In a technical article Mr. W. F. F. Kemsley, of the Government Social Survey, explains changes in the sample design of the Family Expenditure Survey.

Over 60 shorter notes include references to projections of population and of qualified school-leavers; doctor migration, social security costs (including inter-country comparisons), housing, regional earnings, office employment, a directory and inventory of construction statistics, changes in the agricultural labour force, the 1965 National Travel Survey, and the purchasing power of the £.

Developments are foreshadowed in operational research in hospitals, an individualized data system for education, and new techniques of analysis for a national fuel policy.

The Prime Minister contributes a foreword.

The *Statistical News* is available from HMSO, 49 High Holborn, London, W.C.1, and branches, at 6s., or by post (6s. 6d.), from HMSO, PO Box 569, London, S.E.1.

Car and commercial vehicle production in April

THE MINISTRY of Technology have announced that production of cars for export, allowing for seasonal factors, was the second highest ever in April and in the three months February-April was up by nearly 50 per cent on the preceding three months. The higher export production figure was sufficient to offset a fall in production for the home market of 12 per cent with the result that total production was up 8 per cent on the three months November 1967-January 1968.

Total car production in the four weeks ending April 27 averaged 36,332 a week – 2 per cent up on the fairly high rate in the corresponding period last year, despite the incidence this year of the Easter holiday.

On a seasonally-adjusted basis, commercial vehicle production for both home and export markets fell in April, but the total commercial vehicle production in February, March and April was 10 per cent higher than in the preceding three months, mainly because of a rise of 20 per cent in production for export. In April, weekly commercial vehicle production averaged 7,903 – a 3 per cent drop on the April 1967 figure, solely due to the Easter holiday.

Table 1. Recorded production

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.
Production for export may differ from actual exports as recorded in the Overseas Trade Accounts because of differences in timing and coverage.

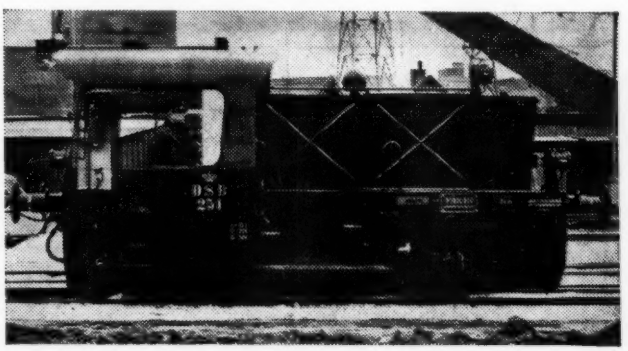
	No. of weeks	Passenger Cars (including taxis)				Commercial Road Vehicles			
		For Home Market	For Export	Totals	Weekly average	For Home Market	For Export	Totals	Weekly average
1963	52	958,766	649,173	1,607,939	30,922	238,876	164,905	403,781	7,765
1964	53	1,161,886	705,754	1,867,640	35,238	285,332	179,404	464,736	8,769
1965	52	1,069,374	652,671	1,722,045	33,116	280,976	174,240	455,216	8,754
1966	52	978,684	624,995	1,603,679	30,840	260,614	178,061	438,675	8,436
1967	52	988,273	563,740	1,552,013	29,846	245,692	139,414	385,106	7,406
1966 1st quarter	13	294,287	168,174	462,461	35,574	75,662	44,718	120,380	9,260
2nd quarter	13	309,350	174,797	484,147	37,242	76,266	47,362	123,628	9,510
3rd quarter	13	206,248	127,895	334,143	25,703	56,128	40,758	96,886	7,453
4th quarter	13	168,799	154,129	322,928	24,841	52,558	45,223	97,781	7,522
1967 1st quarter	13	228,687	158,877	387,564	29,813	54,850	40,382	95,232	7,326
2nd quarter	13	281,652	164,885	446,537	34,349	66,929	37,286	104,215	8,016
3rd quarter	13	210,178	105,224	315,402	24,262	56,011	27,319	83,330	6,410
4th quarter	13	267,756	134,754	402,510	30,962	67,902	34,427	102,329	7,871
1968 1st quarter	13	269,925	197,630	467,555	35,966	67,055	37,221	104,276	8,021
1967 February	4	68,406	52,714	121,120	30,280	16,867	13,172	30,039	7,510
March	5	95,714	58,232	153,946	30,789	21,550	14,678	36,228	7,246
April	4	88,951	53,235	142,186	35,547	20,135	12,514	32,649	8,162
1968 February	4	80,167	62,901	143,068	35,767	19,941	11,731	31,672	7,918
March	5	109,211	93,259	202,470	40,494	28,429	16,236	44,665	8,933
April	4	81,243	64,085	145,328	36,332	20,210	11,400	31,610	7,903

Table 2. Production – seasonally adjusted

Monthly averages — Thousands

	Passenger Cars			Commercial Vehicles		
	For Home Market	For Export	Total	For Home Market	For Export	Total
1963	79·9	54·1	134·0	19·9	13·7	33·6
1964	96·8	58·8	155·6	23·8	15·0	38·7
1965	89·1	54·4	143·5	23·4	14·5	37·9
1966	81·6	52·1	133·6	21·7	14·8	36·6
1967	82·4	47·0	129·3	20·5	11·6	32·1
1966 1st quarter	91·1	52·3	143·4	23·9	14·3	38·2
2nd quarter	90·6	54·5	145·2	23·7	14·9	38·6
3rd quarter	85·4	50·9	136·3	21·9	15·7	37·6
4th quarter	59·1	50·6	109·7	17·4	14·4	31·8
1967 1st quarter	71·9	50·9	122·8	17·9	13·3	31·1
2nd quarter	79·8	50·8	130·6	20·1	11·6	31·8
3rd quarter	83·1	42·3	127·4	21·7	10·6	32·3
4th quarter	92·6	43·9	136·6	22·2	10·9	33·1
1968 1st quarter	84·2	60·3	144·5	21·3	11·9	33·2
1967 April	82·7	52·4	135·1	20·1	12·9	33·0
May	77·6	49·9	127·5	19·2	11·1	30·3
June	79·1	50·1	129·2	21·2	10·8	32·0
July	81·6	40·4	122·0	21·9	10·5	32·4
August	93·5	48·0	141·5	22·2	11·9	34·1
September	80·3	38·4	118·7	20·9	9·5	30·4
October	90·0	37·6	127·6	23·5	10·9	34·4
November	94·4	45·1	139·5	21·4	11·3	32·7
December	93·5	49·1	142·6	21·7	10·6	32·3
1968 January	88·6	43·4	131·9	19·4	10·0	29·3
February	80·0	61·9	141·9	20·7	11·9	32·5
March	84·1	75·5	159·5	24·0	13·7	37·7
April	80·7	66·5	147·2	21·5	12·5	34·0
Average of: Nov. 1967 to Jan. 1968	92·7	45·7	138·4	20·9	10·6	31·5
Feb. to April 1968	81·6	68·0	149·5	22·1	12·7	34·8
Percentage change	−12	+49	+8	+6	+19	+10

DIESELS FOR DENMARK



Although they manufacture diesel engines themselves A/S Frichs of Aarhus chose the Leyland AU680 engine to power 20 diesel shunting locomotives they recently produced for Danish State Railways. The Leyland diesel is rated to develop 125 b.h.p. at 1,450 r.p.m. and the locomotive it powers is designed to pull 200-ton loads on short haul work and as much as 500 tons on local working. Its maximum speed is 45 km/hr. The Leyland AU680 engine will be among the Corporation's exhibits at the British Engineering Exhibition to be held in Copenhagen (June 10-14).

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 127, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7878, Ext. 2653/6) and not to HMSO.*

Shipping movement at United Kingdom ports

Foreign and coasting trade movements during December and for the year 1967.

(1) Foreign trade.

THE TOTAL NET tonnage of vessels entering and clearing United Kingdom ports during December, 1967 amounted to 13,735 thousand n.r.t. (one per cent more than December, 1966) Clearances fell slightly by 2.6 per cent.

The total n.r.t. of shipping entering United Kingdom ports has increased steadily since the war but it was not until 1953 that the tonnage exceeded the 1938 level. The 1967 figure of 118,727 shows an increase of 73.5 per cent over this pre-war level.

Clearances with cargo reached the 1938 level for the first time during the post-war period and now show an increase of 6.6 per cent over the 1938 figure.

The Commonwealth share of entrances and clearances with cargo showed a slight increase over 1966. The actual percentages for the years 1938 and 1957-67 are set out below:

	1938	1957	1958	1959	1960	1961	1962	1963	1964
Entrances	57	53	52	51	49	50	49	49	48
Clearances	59	62	63	61	60	61	58	55	54

	1965	1966	1967
Entrances	46	40	40
Clearances	54	48	51

The net tonnage of foreign vessels entering and clearing with cargo increased by 6.6 per cent compared with 1966. The most notable increases were vessels flying the Swedish, German Federal Republic, Panamanian and Liberian flags.

The closure of the Suez Canal has affected the pattern of trade between United Kingdom ports and some trading areas. There are marked differences, too numerous to itemize, when these figures are compared with the 1966 figures.

More than half of the principal ports of the United Kingdom recorded increases in trade, the most notable being Dover (68 per cent) Greenock (76 per cent) and Harwich (25 per cent). Activity at London remained steady, but Liverpool declined by 7.6 per cent.

(2) Coasting trade.

The net tonnage of arrivals and departures showed a slight increase over that recorded for 1966.

Note: Net registered tons (n.r.t.)

The net registered tonnage is the measure of the size of a vessel and is normally used in the assessment of light, port and dock dues in the United Kingdom. It is obtained by deducting from the gross register tonnage an allowance for the area occupied by machinery, bunkers, water, ballast and crew space.

Definitions:

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or vice versa, or from one port to another in the United Kingdom, so long as the vessel has onboard cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having onboard cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast includes foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise, bullion, specie or mail, except those loading or unloading only Government stores, bunkers or ship's stores.

(3) Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ship's stores or passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each port.

Table 1. Shipping movements in the foreign trade at United Kingdom ports

	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign
		Thousand Net Tons					Thousand Net Tons			
		Entered					Cleared			
With cargo: Month of December 1966	4,901	8,785	3,356	174	5,255	4,049	4,797	2,306	145	2,346
Month of December 1967	5,540	9,065	3,026	163	5,876	4,008	4,670	2,146	115	2,409
Twelve months ending December 1966	63,807	108,294	41,095	2,289	64,910	51,645	58,298	26,593	1,811	29,895
Twelve months ending December 1967	72,157	118,727	45,717	2,375	70,635	54,309	62,766	30,701	1,626	30,439
In ballast: Month of December 1966	1,208	1,989	894	49	1,046	2,229	6,571	2,230	96	4,245
Month of December 1967	1,063	1,692	665	64	963	2,464	5,890	1,645	103	4,142
Twelve months ending December 1966	18,475	27,517	12,195	523	14,798	32,269	81,531	28,331	1,325	51,875
Twelve months ending December 1967	17,313	25,802	11,777	520	13,505	34,987	80,628	26,395	1,268	52,965

(1) Includes Irish Republic and South Africa.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional Office of the Board.

Table 2. Foreign trade entrances and clearances with cargo

	Entered				Cleared			
	December		Twelve months Ended December		December		Twelve months ended December	
	1966	1967	1966	1967	1966	1967	1966	1967
Nationality of vessels	Number of Vessels							
United Kingdom	1,449	1,515	17,951	21,387	1,254	1,238	15,405	17,872
Other Commonwealth	111	117	1,612	1,654	141	114	1,823	1,500
Foreign	3,341	3,908	44,244	49,116	2,654	2,656	34,417	34,937
TOTAL	4,901	5,540	63,807	72,157	4,049	4,008	51,645	54,309
Commonwealth (1)	Thousand net tons							
Registered in United Kingdom	3,356	3,026	41,095	45,717	2,306	2,146	26,593	30,701
Registered in Canada	7	2	17	6	—	—	14	3
Registered in other Countries	167	161	2,273	2,369	145	115	1,797	1,623
Soviet	130	148	993	1,270	13	27	362	240
Finnish	81	80	856	971	36	40	371	408
Swedish	428	420	4,785	5,556	218	238	2,155	2,781
Norwegian	1,033	1,252	14,376	15,198	428	404	5,842	5,600
Danish	255	379	3,335	3,387	147	210	2,031	2,365
Polish	16	22	269	302	21	10	145	140
German (Federal Republic)	426	492	4,917	5,965	202	240	2,834	3,061
Dutch	551	619	7,653	7,701	401	350	5,254	4,710
Belgian	206	233	2,441	2,679	151	135	1,976	2,133
French	221	284	4,689	4,339	180	195	2,878	2,511
Spanish	70	67	638	627	59	60	621	618
Italian	160	159	1,767	1,871	10	37	185	287
Yugoslav	30	6	147	262	5	8	85	95
Greek	243	176	2,146	2,209	51	49	853	671
United States of America	156	170	2,537	2,536	124	129	1,943	2,024
Panamanian	176	126	1,789	2,199	51	55	379	436
Liberian	862	1,057	9,143	10,875	88	85	666	874
Other	210	185	2,428	2,684	162	135	1,315	1,482
Total foreign	5,255	5,876	64,910	70,635	2,346	2,409	29,895	30,439
TOTAL	8,785	9,065	108,294	118,727	4,797	4,670	58,298	62,766
Trading areas:								
Irish Republic	334	288	4,694	5,268	357	274	4,943	5,170
Northern Europe (Foreign)	2,135	2,559	26,364	30,873	2,005	1,970	21,888	23,839
Europe (Atlantic) and Western Mediterranean Countries	875	1,139	12,335	15,616	557	648	8,341	10,842
Central and Eastern Mediterrranean Countries	1,261	809	13,421	9,936	174	144	1,771	1,885
West and South Africa	622	399	7,801	6,966	269	268	2,803	2,736
East Africa, Persian Gulf, India	1,349	1,704	14,713	19,951	220	162	2,410	2,250
Eastern Asia and Islands in the Pacific	255	171	2,671	2,660	193	204	2,229	2,582
Australasia	218	277	3,539	3,265	192	193	1,954	1,828
North America (Atlantic Coast)	956	837	12,594	12,800	575	481	8,679	8,081
West Indies and Central America (Atlantic Coast)	594	621	7,508	8,680	107	205	1,923	2,241
South America (Atlantic Coast)	107	122	1,765	1,312	77	61	837	630
South and Central America (Pacific Coast)	22	31	256	269	23	20	198	191
North America (Pacific Coast)	54	102	519	1,048	48	38	314	465
Other areas	5	4	113	81	—	1	7	25
Total Commonwealth Countries (1)	2,307	1,664	34,926	34,205	1,046	941	14,535	14,208
Total Foreign Countries	6,478	7,401	73,369	84,522	3,751	3,729	43,763	48,559
TOTAL	8,785	9,065	108,294	118,727	4,797	4,670	58,298	62,766

Table 3. Foreign trade arrivals and departures at principal ports – January-December

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1966	1967		1966	1967		1966	1967		1966	1967	
	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels
Blyth	16	17	47	39	61	103	26	50	100	41	68	122
Bristol	3,855	3,693	1,762	3,950	3,788	1,825	521	526	553	3,947	3,650	1,592
Cardiff	1,358	1,584	729	1,778	1,803	880	506	579	351	1,965	1,680	802
Dover	4,007	6,575	5,059	9,652	11,360	9,158	3,679	6,356	4,576	9,447	11,142	8,959
Falmouth (inc. Truro)	68	38	34	1,434	1,043	302	53	46	54	1,974	1,557	348
Folkestone	823	551	410	1,213	1,115	789	700	650	473	1,114	1,100	777
Grimsby (inc. Immingham)	3,250	3,804	3,159	3,656	4,176	3,435	1,272	1,401	1,170	3,417	4,045	3,543
Harwich	5,074	6,468	4,819	5,390	6,785	5,081	5,166	6,342	4,611	5,415	6,699	4,958
Holyhead	1,515	1,920	1,322	1,643	2,003	1,365	1,546	1,908	1,315	1,656	1,996	1,379
Hull	4,790	5,326	4,478	5,125	5,800	4,861	2,240	2,910	2,993	5,015	5,584	4,766
Lancaster	331	237	39	356	247	77	48	17	34	293	320	79
Liverpool	14,786	14,004	5,283	17,204	16,111	6,047	6,840	5,973	3,396	7,571	16,158	5,769
London	28,794	30,022	14,984	36,361	36,386	17,510	14,577	13,276	9,561	35,971	34,062	17,448
Manchester (inc. Runcorn)	5,880	6,224	2,941	6,174	6,495	3,297	1,747	1,787	2,074	5,559	5,548	3,342
Middlesbrough	3,070	3,535	1,586	3,992	4,474	2,141	2,012	1,866	1,471	4,523	4,649	2,251
Milford Haven	7,166	7,603	514	8,060	8,784	970	1,074	1,479	364	7,804	8,495	832
Newhaven	795	932	993	846	945	1,019	784	921	988	826	936	1,022
Newport (Mon.)	1,401	1,437	775	1,887	1,954	1,052	940	952	907	2,099	2,081	1,192
Plymouth	341	312	506	451	484	849	346	228	476	615	479	849
Southampton	15,846	17,296	3,441	19,510	20,588	4,230	7,369	8,241	2,884	19,710	20,713	4,193
Swansea	600	673	403	1,964	1,937	1,186	2,008	1,864	1,398	2,443	2,336	1,547
Tyne Ports	2,304	2,353	1,813	3,243	3,436	2,333	1,539	1,445	1,029	3,902	3,945	2,274
Glasgow	5,211	5,017	1,500	5,958	5,720	1,724	2,599	2,321	933	6,183	6,180	1,776
Grangemouth	1,281	1,449	1,285	1,743	1,944	1,536	1,352	1,356	1,047	1,899	1,883	1,464
Greenock	310	395	98	2,219	1,313	231	81	296	60	2,227	1,258	198
Leith	803	822	1,164	902	915	1,221	302	311	688	806	981	1,104
Belfast	2,041	1,919	1,222	2,261	2,121	1,384	450	341	472	1,892	2,061	1,154
Other Ports	8,937	9,670	18,766	11,294	12,064	23,719	4,890	5,700	13,773	10,865	11,842	23,950
TOTAL	124,652	133,876	79,132	158,305	163,852	98,325	64,667	69,142	57,751	159,178	161,448	97,690

(Continued on next page)

SHIPPING MOVEMENT, *continued*

Table 4. Coasting trade arrivals and departures at principal ports

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1966	1967		1966	1967		1966	1967		1966	1967	
	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels
Blyth	7	5	32	1,485	1,221	1,737	1,463	1,208	1,667	1,483	1,232	1,717
Bristol	1,512	1,482	1,025	2,124	1,960	3,487	789	617	2,122	2,101	2,036	3,747
Cardiff	601	488	625	1,347	1,011	2,117	334	231	752	1,215	979	2,146
Cowes	2,168	2,088	10,180	4,319	4,638	21,387	2,038	1,986	9,367	4,636	4,623	21,342
Falmouth	163	115	198	1,029	985	725	122	119	407	336	481	702
Hartlepool	69	95	173	451	567	751	361	430	489	469	524	646
Hull	1,096	1,013	412	1,843	1,548	1,215	877	583	608	1,822	1,605	1,276
Immingham	839	698	184	1,921	1,771	958	1,407	1,017	682	2,014	1,560	909
Lancaster	1,282	1,337	1,023	1,492	1,519	1,522	1,456	1,252	1,416	1,671	1,426	1,469
Liverpool	2,797	2,635	2,736	4,048	3,813	4,144	2,488	2,529	2,977	4,291	4,244	4,393
London	7,103	6,687	5,105	9,306	9,163	8,420	2,774	2,411	2,870	10,109	9,413	7,958
Manchester	1,293	1,166	701	1,770	1,589	1,795	951	763	1,027	1,823	1,723	1,797
Middlesbrough	471	429	377	1,420	1,288	1,456	394	352	738	983	981	1,276
Milford Haven	329	400	100	3,849	3,337	1,608	4,060	3,673	1,700	4,359	3,831	1,786
Newport (Mon.)	406	323	1,420	650	538	1,754	21	11	33	464	366	1,513
Portsmouth	413	411	1,848	3,194	3,230	13,729	86	79	859	3,134	3,200	13,645
Preston	1,125	1,111	2,174	1,230	1,216	2,423	1,078	1,077	2,070	1,286	1,265	2,512
Southampton	3,072	3,091	10,534	5,740	6,224	13,287	5,014	5,614	11,325	5,769	6,331	13,423
Sunderland	194	191	213	1,486	1,477	1,575	1,180	1,164	1,202	1,407	1,360	1,474
Swansea	199	236	410	1,834	1,912	3,997	1,165	1,208	3,047	1,348	1,513	3,598
Tyne Ports	727	669	167	3,263	3,407	2,216	1,567	1,669	1,622	2,777	2,962	2,310
Glasgow	1,259	1,452	1,142	2,001	2,186	1,690	795	849	972	1,756	1,638	1,610
Belfast	6,033	6,551	7,547	6,379	6,968	8,279	4,986	5,681	6,096	6,480	7,118	8,636
Other Ports	13,005	14,172	29,886	18,182	19,290	44,976	9,118	10,203	18,523	17,794	18,856	44,300
TOTAL	46,163	46,845	78,212	80,362	80,859	145,248	44,526	44,726	72,571	79,525	79,267	144,185

Table 5. Shipping movements in the coasting trade at United Kin gdom ports

Coasting Trade – Great Britain	Arrived				Departed			
	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons
With cargo: Month of December 1966	5,045	3,255	2,404	851	4,916	3,180	2,360	819
Month of December 1967	5,036	3,169	2,463	706	4,749	3,112	2,408	704
Twelve months ending December 1966	68,099	39,372	30,014	9,358	65,401	39,197	29,379	9,817
Twelve months ending December 1967	68,736	39,492	31,906	7,586	65,383	38,697	30,829	7,868
In ballast: Month of December 1966	4,710	2,716	2,084	632	4,672	2,649	2,013	636
Month of December 1967	4,488	2,600	1,979	621	4,440	2,443	1,910	533
Twelve months ending December 1966	64,244	33,793	25,920	7,872	66,896	33,031	25,986	7,045
Twelve months ending December 1967	66,102	33,542	26,358	7,184	67,980	32,620	26,234	6,386
Coasting Trade – United Kingdom								
With cargo: Month of December 1966	5,779	3,757	2,845	912	5,405	3,584	2,712	872
Month of December 1967	5,831	3,773	2,988	785	5,262	3,553	2,807	746
Twelve months ending December 1966	77,785	46,163	35,691	10,471	72,140	44,526	33,824	10,702
Twelve months ending December 1967	78,212	46,845	38,057	8,788	72,571	44,726	35,797	8,929
In ballast: Month of December 1966	4,774	2,772	2,128	644	4,981	2,831	2,145	686
Month of December 1967	4,570	2,650	2,019	631	4,779	2,634	2,069	565
Twelve months ending December 1966	64,999	34,200	26,197	8,003	70,908	34,999	27,524	7,475
Twelve months ending December 1967	67,036	34,015	26,758	7,257	71,614	34,540	27,813	6,727

(a) Commonwealth and Irish Republic.

DEA Progress Report for May

THE MAY issue of DEA *Progress Report* was published on May 23. *Progress Report* is published monthly by the Department of Economic Affairs in two sections, an Economic Section and an Industrial and Regional Section. The articles in the current issue are as follows: **Economic:** The DEA in 1968; Improving statistics; Decimal Currency; **Industrial and Regional:** Reorgcorp, London. The Central Borders.

DEA broadsheet on the Budget

A NEW SERIES of broadsheets is being published by the Department of Economic Affairs covering various aspects of public expenditure under the general title 'The Public Purse'. The first in this series, Broadsheet No. 19, is now available. It describes the dual purpose of the Budget: to raise revenue to meet Government expenditure and to regulate the national economy. It contains a simple table showing the general shape of the Budget accounts for 1968-69.

DEA Broadsheets have a circulation of over 220,000, largely in industry, trade unions and places of education. They are available from Publications Division, Central Office of Information, Hercules Road, London, S.E.1.

'New Technology' for May

THE CWS automated computer controlled grocery distribution centre at Birtley, Co. Durham, is featured in the May issue of *New Technology* under the title 'Europe's most advanced distribution centre'. Other articles include: 'Involving scientists in society', by Mr. Cecil King, chairman of the International Publishing Corporation (reprinted from *New Society*); 'Holography – recent advances and applications'; 'the manufacture of industrialized building components'; and new items of technological interest.

New Technology is prepared by the Ministry of Technology and the Central Office of Information. It is obtainable free of charge on application to the Central Office of Information, Hercules Road, Westminster Bridge Road, London, S.E.1.

New companies registered

BELOW ARE details of new companies registered in Great Britain during April showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Public companies	Private companies	Total
Under £1,000	—	985	985
£1,000 and under £10,000	1	471	472
£10,000 and under £50,000	1	74	75
£50,000 and under £100,000	—	7	7
£100,000 and under £1,000,000	—	5	5
£1,000,000 and above	—	1	1
Total number	2	1,543	1,545
Total amount of Nominal Capital	'000's £11	'000's £5,173	'000's £5,184

Companies registered in Great Britain in 1967 and 1968

	1967		1968	
	Number	Nominal Capital £'000's	Number	Nominal Capital £'000's
January	2,085	3,279	1,395	5,721
February	2,293	4,696	1,440	7,323
March	3,155	6,127	1,749	7,592
April	2,516	3,101	1,545	5,184
May	2,485	3,508		
June	2,357	5,693		
July	2,406	19,923		
August	2,390	5,413		
September	2,396	4,126		
October	4,091	4,763		
November	3,288	7,067		
December	1,294	8,456		
Total	30,756	76,152		

INVESTMENT GRANTS OFFICES

Advice on the working of the investment grants scheme and copies of applications forms can be provided by the following offices of the Board of Trade:

BILLINGHAM: Queensway House, West Precinct, Town Centre, Billingham, Co. Durham.
Tel.: 0642 53677. Telex: 58608.
Answer Back: INGRA BILLHAM.

BOOTLE: St. Peter's House, Stanley Precinct, Bootle 20, Lancashire.
Tel.: 051-922 4030. Telex: 627162.
Answer Back: INGRA BOOTLE.

CARDIFF: 24-26 Newport Road, Cardiff, CF2 ISY.
Tel.: 0222 42611. Telex 49538.
Answer Back: INGRA CARDIFF.

GLASGOW: Magnet House, 71 Waterloo Street, Glasgow, C.2.
Tel.: 041-221 9833. Telex 77583.
Answer Back: BOT GLASGOW.

SOUTHEND: Colman House, Victoria Avenue, Southend-on-Sea, Essex.
Tel.: 0702 41341. Telex: 99288.
Answer Back: INGRA SOUTHEND.

All requests for information and application forms for computers and ships should be addressed to Southend.

Statistical News

New developments are afoot in official statistics. STATISTICAL NEWS is a new quarterly, published by Her Majesty's Stationery Office for the Central Statistical Office to keep you consistently in the picture. The first issue is on sale now.

6s. (6s. 6d. including postage)

In it Professor C. A. Moser discusses the future rôle of the Central Statistical Office; Mr. J. S. Stafford of the Board of Trade writes about a new Business Statistics Office; Mr. W. F. F. Kemsley of the Government Social Survey explains changes in the sample design of the Family Expenditure Survey; and there are more than 60 shorter notes on other statistical topics.

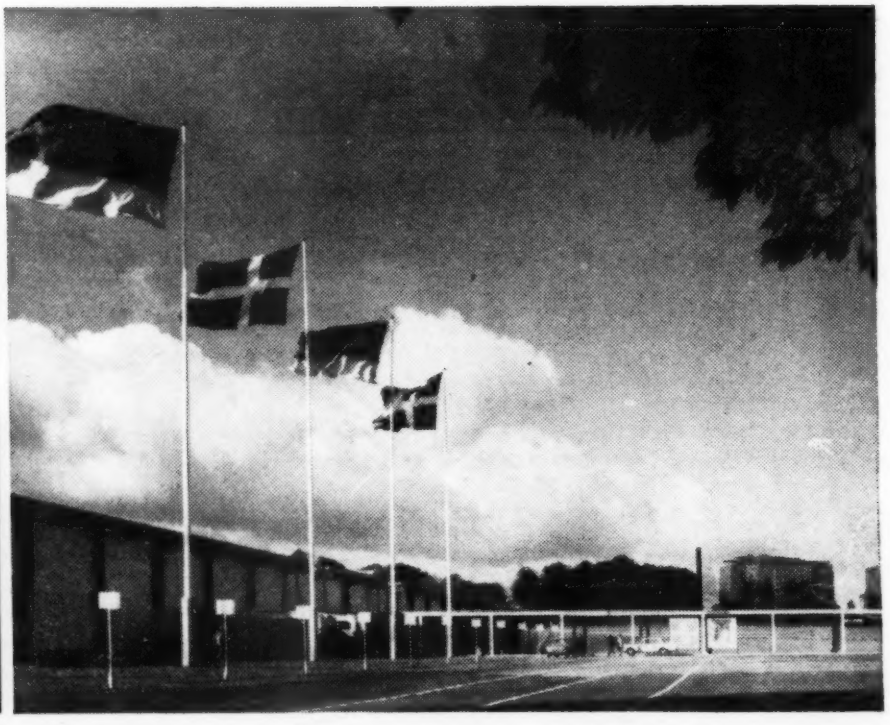
Annual subscription **26s.** including postage.

Free lists of titles (please specify subject/s) are available from Her Majesty's Stationery Office, P6A (BOTJ), Atlantic House, Holborn Viaduct, London, E.C.1

HMSO

Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller

The Midland Bank's Overseas trade services will be available at the **British Engineering Exhibition Copenhagen 10-14 June '68**



Our Representative, Mr. R. E. Thomas, a member of the Central Management of our Overseas Branch, London will be visiting the Fair each day, or you can contact him at the Hotel d'Angleterre, Kongens Nytorv, Copenhagen. (tel: 120095)

If you expect to be at the Exhibition, and need our assistance *before* you travel, we invite you to get in touch with Mr. Thomas in advance, either at Overseas Branch, 60 Gracechurch Street, E.C.3 (telephone 01-606 9944), or through any of our 2,650 branches in England and Wales.

Midland Bank

Expert aid for Export trade

Exhibitions and Fairs

The President to open British Engineering Exhibition, Copenhagen

MR. ANTHONY CROSLAND, President of the Board of Trade, will open the British Engineering Exhibition in Copenhagen on June 10.

This event has been organized by the British Mechanical Engineering Federation, the British Electrical and Allied Manufacturers' Association and the London Chamber of Commerce in conjunction with the Board of Trade under its joint venture scheme. It will be one of the largest engineering exhibitions ever staged by Britain abroad, filling a 100,000 sq. ft. hall in the Bella Centret and involving some 120 companies. Designed to interest all users of engineering plant, equipment and techniques, the exhibition will show a wide range of capital equipment, including machine tools, power generation and mechanical handling equipment, electronics, instrumentation and computer process control equipment.

A feature of the exhibition will be a special display by the Ministry of Technology showing new techniques and the achievements of the Ministry's research and development work in collaboration with the British engineering industry. The United Kingdom Atomic Energy Authority will also demonstrate British nuclear power reactors, fuel services and other activities in the industrial use of nuclear energy.

Coincident with the exhibition will be a symposium organized by the British National Export Council (Export Council for Europe) in co-operation with BEAMA, BMEF and the British Nuclear Forum, at which papers will be read on subjects of particular relevance to Scandinavia. They will include nuclear power generation, automation in power generation, numerically controlled machine tools, design of steam turbines and gas turbines, subway construction, North Sea gas and treatment of water and sewage effluents.

It is confidently expected that the British Engineering Exhibition will make a notable contribution towards the export of British engineering products in this important overseas market.

BRITISH BOOKS ON DISPLAY AT NAIROBI EXHIBITION

Mr. Kenneth Matiba, Permanent Secretary in the Kenya Ministry of Commerce and Industry, looks at books on display at the British Sports and Leisure Equipment Exhibition, Nairobi. On the left are: Mr. John Cornell, Oxford University Press trade manager, and Mr. Bruce Greatbatch, Acting United Kingdom High Commissioner; on the right is Mr. Sam Black, of the London Chamber of Commerce, who organized the event in association with the Board of Trade and BNEC Africa.

British exhibitors collect firm orders at Oslo

AS THE *Journal* went to press on May 28, British firms at the Second International Shipping Exhibition, Oslo, were reported to be collecting several firm orders as well as attracting interest and inquiries. Some of their success stories were heard by Mr. Anthony Crosland, President of the Board of Trade, when he visited the exhibition on May 23 and spoke to British exhibitors.

The full-scale participation by the British shipbuilding and marine equipment industries, taking part as a result of a joint venture by the Board of Trade with the British Marine Equipment Council and the Shipbuilders' and Repairers' National Association, was described as 'the most efficient and enterprising piece of collective promotion I have seen for the past eight years' by Sir Alexander Glen, past chairman of the Export Council for Europe and chairman of the Clarkson group of companies. Sir Alexander, who had flown specially to Oslo on May 21 for the exhibition, added: 'Their activities here show the seriousness with which they are taking their export markets and the importance which they attach to the Norwegian market'.

On the opening day, an order for nearly £500,000 for a 2,500 dwt tanker was announced by the Swan Hunter Group. The tanker will be built at Clelands, the Tyneside member of the Swan Hunter Group Small Ship Division, and is the first export order for this new division, formed last November.

Kelvin Hughes have collected a batch of several orders during the exhibition. These include a £50.000 order for ships' radar systems placed during a visit by 20 Swedish shipowners, who also placed later orders worth £15.000.

Among other orders gained on the stands was one worth £4.500 from a Norwegian firm for Chadburns (Liverpool) Ltd. The firm is converting five ships of the Johnson Line to remote control bridge equipment, using Chadburn telegraph systems. A Pilgrim propeller nut made by Doncasters Moorside Ltd. was sold with its associated equipment for £1,500 and will be used on a 121,500 dwt tanker under construction for Zim Lines, Israel, at Gothenburg. An order from New Zealand was taken on the stand of Gilbert Gilkes and Gordon Ltd., Westmorland, for 12 pumps and associated equipment plus spares. This was worth £5.000.

On May 27, the Decca Radar Unit announced that orders had been received worth £9.000; the company has also been invited to quote for further radar equipment worth £5.000. A part of the order is for replacement equipment and part for new ships. A Decca spokesman said that the exhibition had come up to expectations and that they had made several contacts for its integrated ship's instrumentation system.

One highly satisfied set of British exhibitors at the exhibition was the Poole, Dorset, firm of Hamworthy Engineering Ltd. Mr. Mark Newbould, who will shortly be setting up an Oslo office for the firm and will stay on as Scandinavian area manager.

British Industrial Exhibition, Sao Paulo: market survey

IN THE May 17 issue of the *Journal*, page 1530, it was stated that a Board of Trade special market survey in Brazil of selected industrial items would be available in June. Production of this survey has now been unfortunately delayed and it will not be available for some time. Further information will be issued when available.

South Africa's shop window

A report from the British Consulate-General, Johannesburg

THE 57TH Rand Easter Show was held in Milner Park on the outskirts of Johannesburg from April 2-15. Originally a purely agricultural show, it is now as diversified as the industries in South Africa themselves, yet it retains much of the earlier 'come to the fair' atmosphere of fun and games. The total attendance was 601,219, an increase of 33,000 over last year's – and the Show was another colourful, swinging and loud success.

The British Pavilion at the Show was given over this year to the theme of 'Leisure', displaying a wide range of toys, hobbies and games, including a most successful miniature motor racing circuit which is now on tour throughout South Africa, sportswear, musical instruments, clocks, jewellery, giftware and similar items. This exhibit was a Board of Trade joint venture organized in collaboration with the Toy Manufacturers', Musical Industries' and Hardware Manufacturers' Associations. Some 350 prominent personalities and business people were invited to a preview reception at the Pavilion, which was already completely set up and sparkling the evening before the public opening. Her Majesty's Ambassador, Sir John Nicholls, came specially from Cape Town to attend and his great interest, re-emphasized by a return visit the following day, was favourably remarked upon not only by exhibitors but also by the local business community. Among the many other VIPs to visit the pavilion were the wife of the Prime Minister of the Republic of South Africa, Mrs. Vorster, and Dr. Diederichs, the South African Minister of Finance.

It may be something of a joke, but it is also almost normal for the weather to disoblige during the Rand Easter Show. This year there were several rainy days – rare at the start of the South African winter in Johannesburg. This kept attendance figures down to rather less than expectations, but 600,000 nevertheless amounts to a very representative proportion of the potential purchasing capacity of the country and there can be no doubt that the great variety of exhibits in the British Pavilion made a real commercial impact on precisely that section of the South African public most likely to be interested.

The British Pavilion was again awarded a gold medal by the organizers for general excellence. Unlike some other national pavilions, it concentrates in its presentation on one theme per year. The correctness of this approach seems to have been once again demonstrated by its success. Exhibitors reported a most satisfactory volume of business – some, in fact, like a well-known manufacturer of vacuum flasks and jugs, beyond the most optimistic calculations and expectations. The 'one theme' approach does not, of course, mean that British capital goods, machinery, consumer durables and so on are excluded from this largest show in South Africa. They were there in variety and abundance, exhibited elsewhere in the appropriate showground pavilions by local subsidiaries and representatives of British firms.

Other countries exhibiting in their own national pavilions included Austria, Brazil, China, the German Federal Republic, Italy, Japan, Portugal, Rhodesia and Spain.

Another specialized British exhibition in Nairobi

A report from the British High Commission, Nairobi

KENYA IS STILL a very good market for British goods, but in recent years British products have had to face growing competition. The British High Commission in Nairobi and the Africa Committee of the British National Export Council have been looking critically at this position, and one of the results of this appraisal has been the decision to hold specialized British exhibitions in Nairobi. The first, a 'Hotels and Catering Equipment Exhibition', organized by the London Chamber of Commerce as a joint venture with the Board of Trade, in conjunction with the British National Export Council, was held in May 1967. This exhibition was a great success and orders for the exhibitors are still coming in.

This year a 'British Sports and Leisure Equipment Exhibition', under the same auspices, was mounted at the Charter Hall, Nairobi, from May 14-19. Twenty-four British manufacturers took part in this joint venture and the exhibits covered a wide range of equipment for athletics, sports and leisure. Earlier the British High Commission had co-operated with the BNEC in market research which established that there was a good potential for increasing the British share of the market in this field. Some of the exhibitors taking part this time were already well established in the Kenya market whilst others were entering the market for the first time. The exhibits included boats, sports cars, record players, television sets, motor cycles, sports clothes, equipment for tennis, golf, football, etc., toys and games; and the Book Development Council had a display by 12 publishers of books about sport and leisure.

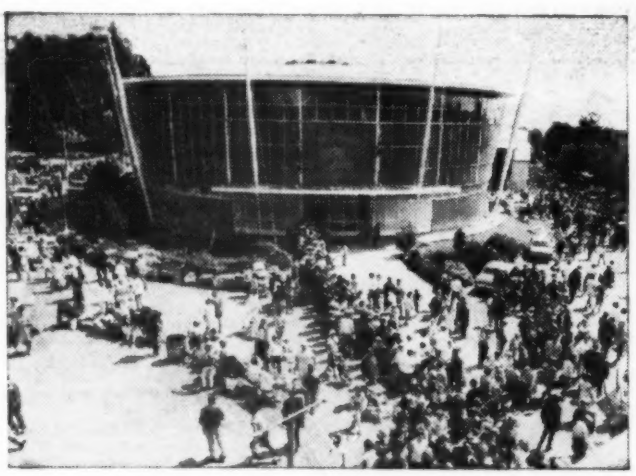
In support of the exhibition a team of six leading British amateur boxers visited Kenya for a match against a Kenya National team; another eagerly awaited supporting event, a visit by the West Bromwich Albion football team, had to be postponed until after the exhibition due to the team's participation in the Cup Final at Wembley. These visits were sponsored jointly by the BNEC and several local companies. The exhibition and the supporting events received extremely wide publicity in the press, television and radio, and there is no doubt that the major object of demonstrating Britain's leading role as a supplier of sports equipment was realized.

For the first three days of the exhibition admission was restricted to 'trade' only and about 2,500 visitors attended with initial orders resulting to a value of over £50,000. The main sales were for boats, motor cycles, record players and television sets, footballs, trampolines, games and toys. Buyers came mainly from Kenya, Uganda and Tanzania, but visitors from the Seychelles and Goa also placed orders. By the end of the exhibition orders worth about £100,000 had been placed and the total number of visitors had exceeded 7,500.

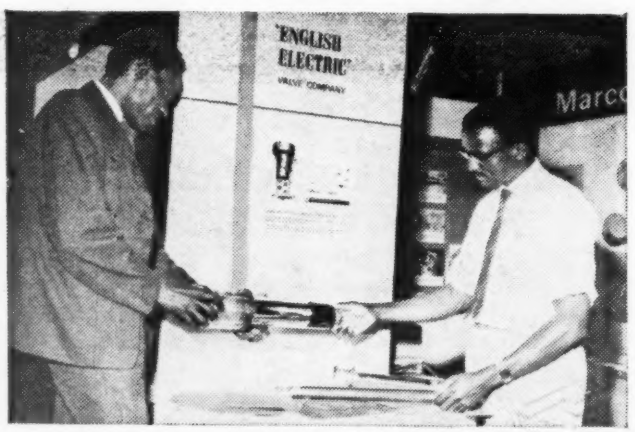
The participants unanimously agreed that this year's exhibition was another great success which confirmed the general agreement between the BNEC, the London Chamber of Commerce and the British High Commission that an annual British specialized exhibition in Nairobi would be well worth while.

EFTA INFORMATION CENTRE

The Board of Trade maintains an EFTA Information Centre to answer general inquiries about the European Free Trade Association and to advise on sources of more specialized information. It also distributes literature free of charge, including the 'EFTA Bulletin', the EFTA Secretariat's monthly journal. Address: Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/2480).



Crowds queue to enter the British Pavilion at the Rand Easter Show, Johannesburg; the Pavilion was again awarded a gold medal this year for general excellence.



Mr. Charles Maingi, of the Voice of Kenya, and Mr. G. Mule (left), of Technical and Industrial Representations Ltd., Nairobi, examining an English Electric Valve Co. Ltd. 4½-inch image orthicon TV camera tube at the Electro '68 Exhibition in Nairobi, Kenya. The English Electric Valve Co. Ltd. display at Electro '68 was organized by Technical and Industrial Representations Ltd., of Nairobi.

Strong demand for British goods after Salzburg Shopping Week

by B. A. Major, Second Secretary (Commercial) British Embassy, Vienna

A sword dance by pipers of the King's Own Scottish Borderers round a model of Eros attracts huge crowds to the 'Alter Markt', Salzburg. The pipers were one of the attractions of British Shopping Week in Salzburg initiated by a group of Austrian shop owners, which stimulated a strong demand for British goods in Salzburg and the surrounding area.

SALZBURG, one of the most beautiful of Austrian cities with its narrow old streets dominated by the imposing castle on the rock above the town, took on a somewhat Hamelin (of Pied Piper fame) air when five Scottish pipers drew hundreds of spectators after them, tempting them into various shops participating in the British Shopping Week in Salzburg (May 8 to 18).

These modern-day Pipers of Hamelin were in fact five pipers and dancers from the King's Own Scottish Borderers stationed in Osnabrück, not far from Hamelin itself. They were the principal public attraction of a well publicized local British Shopping Week which took place basically as a result of the initiative of a group of Austrian shop owners with the support of the British Commercial Officers in Vienna. The Shopping Week was organized and financed by the group of shops, the leaders of whom were Textilhaus Opferkuch (ladies' and children's fashions), M. Gehmacher & Co. (carpets and household textiles), Stranz & Scio (food and drink specialities), Sigrist (china and glassware) and the Hotel Österreichischer Hof – one of the most prominent hotels in the city. Altogether 13 firms participated. Considerable preparatory work was put in by the organizers and it was thanks to their prior publicity (and the fine weather) that the Week was exceptionally well attended.

The two English 'Bobbies' (from the British Transport Police) were as popular as ever and were called on to help out with some amiable crowd control around the model of Eros where the pipers gave regular dancing displays. Other attractions were 'Swinging London' fashion shows organized by Textilhaus Opferkuch in its store and in a fashionable restaurant/night club; English afternoon teas; Scotch whisky, tea and cheese tasting; the Ilford 'Image of History' photographic display; attractive public competition prizes of a free holiday in Britain, and so on. The Shopping Week was rounded off with a friendly football match between Salzburg F.C. and Sheffield Wednesday on the last day of the event.

The British Shopping Week was officially opened by Mr. P. H. Scott, Commercial Counsellor of the British Embassy in Vienna, following speeches by the Mayor of Salzburg and the representatives of the Governor of the Salzburg province at the opening ceremony held in the Hotel Österreichischer Hof. Here the Scottish pipers gave the first demonstration sword dance in Salzburg. The guests of honour then toured the shops led by the pipers and flanked by the two English policemen.

The following day the British Ambassador, Sir Anthony Rumbold, and Lady Rumbold visited all the participating stores and in the evening were the guests of the Mayor of Salzburg at a musical evening given on the occasion of the 'Week'.

Without exception, all the firms participating reported a considerable interest in the British goods on sale and stated that not only had British goods made their mark and people were buying goods because they were British, but the shops themselves had created a new go-ahead image with the public and in the business community, and have gained valuable new contracts and customers. This was particularly the case with the fashion and carpet stores, whose object for a long time has been to destroy the old-fashioned image inherited from the firms' founders and to attract the younger generation to buy modern goods. They have no doubt that the British Shopping Week has enabled them to do this. The small but influential food store with its attendant in Scottish costume offering whisky, tea, cheese and biscuit samples, and with a shop almost entirely devoted to British goods, reported a daily increase of 30-35 per cent in turnover. The china and glassware store, which was well stocked with British goods at the beginning of the Week and had displays in a number of the other shops, has had to re-order its complete stock because of the demand for tea and dinner services.

The newspapers, radio and television took a close and enthusiastic interest in the Shopping Week and gave it a great deal of publicity.

Although a relatively small affair with only a dozen shops, the Week made such an impact on the public in Salzburg and the surrounding area that British goods are in strong demand. Now it is up to the British firms and their Austrian agents to keep up the sales pressure to consolidate the advantage.

Big British drive for trade in Rumania

A SUBSTANTIAL INCREASE in the number of companies participating in the British Industrial Exhibition in Bucharest from October 17-27 this year has resulted from the recent offer of additional financial assistance by the Board of Trade. Already 165 leading British firms are taking part.

The Board of Trade announced on March 26 that it would pay, in addition to its existing contribution to the cost of space in the exhibition, half the cost of return air fares for two stand executives per exhibitor, half the cost of translating sales literature for distribution at the exhibition and half the return freight charge on any unsold goods.

The scope of the exhibition is concerned with almost the whole range of industrial products manufactured in Britain and covers all types of industrial, agricultural and constructional machinery, materials and components; engineering and chemical plant and equipment, including vehicles, machine tools, textile machinery, and all types of productive, processing or packaging machinery; electrical engineering; electronic and telecommunication equipment; and scientific instruments.

One of the main reasons for the large-scale response by British companies has been the very detailed list of requirements, comprising some 1,200 products, supplied by the Rumanian Foreign Trade Enterprises, Industrial Ministries, Planning, Design and Research Institutes and regional organizations and manufacturing undertakings throughout Rumania. Arising from this, over a quarter of a million pages of detailed market information, collated and sorted into categories, have been distributed by the organizers of the exhibition, Industrial and Trade Fairs International Ltd., to appropriate companies throughout British industry.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

Growing interest in British machine tools at Philadelphia show

A report from the British Consulate-General, Philadelphia

BRITISH MACHINE TOOL manufacturers took a total of 10,710 square feet for a Board of Trade joint venture at the 1968 ASTME Engineering Conference and Tool Exhibition held in Philadelphia from April 29 to May 3. The products of 24 British firms (as opposed to 43 in 1967 in Chicago) were displayed in a composite exhibit prepared by the COI featuring 17 separate booths.

Despite the smaller number of exhibitors and the absence of one important body, the Gauge & Toolmakers Association, the results were most satisfactory.

The number of firm inquiries received by the exhibitors was proportionately greater than in 1967 in Chicago, and the attendance figures for the show exceeded all expectations with 41,000 registrations. While the mid-West has a greater concentration of machine shops and is a natural market for British machine tools, the Delaware Valley in the industrial corridor between Boston and Washington has a wide variety of industry requiring all kinds of machine tools and specialized machinery. The response from firms in this important region was excellent and suggests that the follow-up by British firms who have consolidated their foothold through participation in previous ASTME shows may during the year ahead develop new business which could exceed sales completed during the 12 months since Chicago in 1967.

Actual orders taken at Philadelphia may have been proportionately lower than at Chicago, but this is not surprising in a year concerned with a Presidential election and at a time when the Vietnam Peace Conference could cause a switch from semi-wartime to a peacetime economy.

It was prudent for buyers to be a little more careful in the placing of orders, but nevertheless the growing interest in British equipment was clearly evident from the Show statistics.

It has been said that American equipment is more sophisticated than the best of Britain. But here again advances in British technology gave a remarkably good impression as seen in exhibits of firms such as Herbert Ward, BSA, Churchill, Brierley and Balding. The most impressive British exhibit was a large booth featuring a wide range of equipment made by firms in the Elliott machine tool group. It was consistently busy with well attended demonstrations and evidence of a strong United States sales organization.

This does not mean that other participants were lacking in their sales approach to the United States market; far from it. The show gave several British exhibitors the opportunity to consolidate their penetration of the American market with a realignment of their territories and the rounding out of their distribution arrangements.

All this gives hope of an even greater share of the market during the year ahead supported by the rapid rise in sales since 1965, when total British imports were worth $7,500,000, increased to $17,000,000 in 1966 and $30,000,000 in 1967.

Almost all the British exhibitors considered the Show a success and were delighted with the inquiries they received. While some firms could have used somewhat larger display facilities, and others thought their location in the exhibition hall might have been better, the majority were pleased to participate in an outstanding British display.

It is noteworthy that the Japanese with their growing technology and traditionally lower prices were lumped together in an area of comparable size, although readily recognizable nationally, they had little real company identification.

Space given to the British showing in American trade publications such as *Steel Magazine, Iron Age International*, and other metalworking journals all point to the growing acceptance of British machine tools in the United States market.

While some exhibitors did not get the exposure to buyers from Western States, others through previous participation at WESTEC in Los Angeles more than made up for this loss. In fact some visitors said they had to go to Philadelphia because they did not get a chance to go to Chicago in other years. Another visitor said, 'In just walking through I noticed an awful lot of people,' and another comment was, 'Every time I turned round there was a production manager or a vice-president. I don't remember this in Chicago.'

Finally, it should be noted that 170 inquiries were received at the MTTA booth from visitors mostly concentrated in neighbouring States. Pennsylvania led, followed by New York, New Jersey and Ohio. But States much farther afield and four foreign countries also subscribed. This was far better than any previous show. As one commentator put it 'ASTME is in and so are the British.'

Strong British contingent for Baltimore container exposition

A STRONG British contingent is to 'show the flag' at the 2nd International Container Services and Equipment Exposition being held in Baltimore, United States, at the end of October. The British exhibitors include container and container handling equipment manufacturers, port authorities and BOAC. They will be promoting export sales in the world's most highly developed container market.

The Exposition is part of an international circuit of container exhibitions being organized by Mack-Brooks Exhibitions Ltd. The first opened at Olympia on May 27 and ends today (May 31); the third will be held in Melbourne, Australia in June 1969. The Baltimore Exposition takes place from October 28 to November 1 in the city's new Civic Centre, and is supported by an outside exhibit facility at Dundalk Marine Terminal. A series of symposia, entitled 'The Exporter, the Importer and the Container' has been arranged to run concurrently with the Exposition.

Most of the British exhibitors are taking part in a joint venture scheme sponsored and organized by the London Chamber of Commerce in conjunction with the Board of Trade.

Minister of Technology at British Trade Drive in Denmark events

MR. ANTHONY WEDGWOOD BENN, Minister of Technology, has accepted an invitation to deliver the keynote speech at a special meeting of the Danish Professional Engineers' Association in Copenhagen on June 12 to which British engineers in Copenhagen at the time will be invited. The meeting will mark British Engineering Week in Copenhagen from June 10 to 14. Mr. Wedgwood Benn's subject will be 'The Future of European Technology.'

Mr. Benn intends to tour the British Engineering Exhibition before he returns to London on the following day (June 13).

The British Engineering Week and Exhibition will be the climax of this year's British Trade Drive in Denmark.

Preparing for British Shopping Week in Regina, Saskatchewan. Mr. W. Ross Thatcher, State Premier of Saskatchewan, discusses promotional material received from the Board of Trade for use in advance of the Shopping Week, which will be held from September 5 to 14, with Mr. C. S. Stappard (right), British Weeks and Store Promotions Directorate, Board of Trade. Looking on, left to right, are: Mr. H. W. Sturdy, British Trade Commissioner in Saskatchewan, and Mr. G. L. Colborne, Deputy Minister, Department of Industry and Commerce. Mr. Edmund Dell, Minister of State, Board of Trade, will be visiting the Regina Shopping Week.

A one-seventh scale, fully working model of a pole carriage trailer suitable for round timber or pipeline haulage over rough terrain, is being built by Highway Trailers (Great Britain) Ltd., Southampton, for overseas trade fairs and exhibitions. Valued at more than £1,000, the model is to be exhibited at the Brno and Plovdiv Trade Fairs in September and at the British Industrial Exhibition at Bucharest in October. The picture shows Mr. Harry Wall, who is building the model, tack welding the suspension unit on the rear carriage which has over 70 individual parts.

A crowded scene at the British joint venture stands during the International Bakery Exhibition, Stuttgart.

Improved business at Düsseldorf Igedo

A report from the British Consulate-General, Düsseldorf

DÜSSELDORF 77TH IGEDO showing ladies' outerwear of all kinds for the autumn and winter of 1968, got off to an excellent start with crowds of visitors on Sunday, May 5, the opening day. The crowds included many serious buyers who were taking the opportunity to have a good look round at all the goods on display and to note items of interest for buying visits later in the week. Attendance was a record for an opening day and gave encouragement to the British exhibitors, whose stands were busy throughout the day.

Altogether some 1,300 exhibitors took part in this Igedo, and as usual some 920 of these were accommodated in the various halls of the Düsseldorf exhibition grounds while the remainder showed their collections in private showrooms and in hotels elsewhere in the city. Foreign exhibitors totalling 218 came from 14 different countries. France with 76 firms and Italy with 48 firms had the two largest contingents, but the contribution from Great Britain was significant with a direct participation by 29 firms. Exhibitors also came from Belgium, Denmark, Holland, Ireland, Israel, Austria, Finland, Sweden, Switzerland, Spain and the United States.

A group of 19 British manufacturers under the sponsorship of the Clothing Export Council of Great Britain were associated in a joint venture with the assistance of the Board of Trade, the Central Office of Information and the Commercial Section of the British Consulate-General in Düsseldorf. These exhibitors were grouped in Hall G, the first time that such a concentration of British effort had proved possible, and this grouping, together with appropriate publicity and advertising, paid dividends in persuading potential customers to come and view what Britain had to offer. The group stands formed a well-designed unit which allowed ease of access and in addition plenty of space for ranges to be modelled. Businesslike in black and white, these stands contrasted favourably with the pink of the neighbouring French area. Nineteen thousand visitors, 2,000 of them from outside Germany, visited the fair during its five-day run. Official visitors included HM Consul-General in Düsseldorf, Mr. J. M. Fisher, accompanied by Mr. C. W. Blackman, HM Consul-Commercial, who called on all British stands. Later Mr. Fisher in conjunction with the Clothing Export Council invited important buyers to a reception at the Park Hotel.

From a business point of view this fair showed a great improvement over similar events in 1967, indicating a greater confidence in the economic climate. British firms whether on the main stands or in the Boutique sections appear, almost without exception, to have achieved good business. I. Flashman & Sons Ltd., a last minute newcomer to the fair, found that inquiries for their 'fun furs' far exceeded their expectations. Other newcomers whose sales were more moderate felt, nevertheless, that there was good business to be done in the future and they returned to England with a determination to come again with a collection perhaps slightly modified in the light of their experience this time. German and other continental buyers relaxed some of the caution they have exercised in buying in the recent past, and although their buying was still on a more short-term basis than could have been hoped nevertheless coats, dresses, blouses and skirts sold well, while furs and simulated furs in some cases did exceptionally well.

It is, of course, difficult to estimate with accuracy the total value of actual orders received by the British exhibitors at the fair but it is known that the figure exceeds £75,000, a useful contribution to the balance of payments.

British bakery equipment on show in Stuttgart

A report from the British Consulate-General, Stuttgart

THE 7TH International Bakery Exhibition was opened on May 11 by Herr Höcherl, Federal German Minister of Food, Agriculture and Forests, and lasted until May 19.

It was the biggest international bakery exhibition to date, covering a total area of 20,000 square metres, and was attended by more than 100,000 visitors, a slight increase on 1964. The visitors came mainly from the Federal Republic, but there was attendance from many other countries including delegations from the United States, Yugoslavia and Great Britain.

All 16 halls of the Killesberg exhibition grounds in Stuttgart were crowded with the stands of 327 firms from 12 countries, the bulk being made up of 216 from the Federal Republic of Germany, 18 from Great Britain, eight from France and six from the Netherlands. In addition, a further two British exhibitors displayed their machines on agents' stands. The balance of the British representation was made up of 16 participants in the Board of Trade/The Bakery Equipment Manufacturers' Society Ltd., joint venture, stands and two showed their wares independently.

Attractive stands

There was high praise from trade visitors for the attractive layout of the British stands, both joint venture and private. There were also favourable comments concerning the number of new items to be seen displayed on them.

'British day'

Because of the size of participation by British industry, the fair authorities declared Thursday, May 16, 'British Day'. Mr. John Taylor, Commercial Counsellor at the British Embassy in Bonn, attended the fair on that day as the personal representative of the newly appointed British Ambassador to the Federal Republic, Sir Roger Jackling. He was escorted round all the British stands by the Consul-General of Stuttgart, Mr. Richard P. Heppel, and the President and Vice-President of the Federation of German Masterbakers. Whilst at the fair, Mr. Taylor gave a radio interview for the South German Radio Station.

Commercial success

Without exception, the representatives of British firms taking part in this trade fair expressed great satisfaction at the business results achieved. Tweedy of Burnley Ltd., for example sold all the machines on their stand within the first few days after the opening of the exhibition. G. T. Culpitt & Son Ltd., exhibiting cake decorations, seemed to be successfully introducing British-style wedding cake decorations to the German bakery trade, and Egerton Machines Ltd. disposed of all the cake depositors they had taken out to Stuttgart, one of their customers being a leading bakery in the Netherlands. A particularly interesting development was the announcement that three of the firms exhibiting would be tackling the German market jointly, thus concentrating the impact and lessening overheads.

The results achieved by the British exhibitors at the International Bakery Exhibition at Stuttgart this year showed clearly that the German economy is achieving new momentum after the relative stagnation of 1967 and the British participants were fortunate in being able to time their marketing efforts so appropriately.

The Midland Bank's Overseas trade services will be available at the **Poznan International Fair 9-23 June '68**

Our representative Mr. P. F. Cryer, a member of the Central Management of our Overseas Branch, London will be visiting the Fair each day, or you can contact him at the Hotel Merkury, Roosvelta 20, Poznan, (tel: 47231)

If you expect to be at the Fair, and need our assistance *before* you travel, we invite you to get in touch with Mr. Cryer in advance, either at Overseas Branch, 60 Gracechurch Street, E.C.3. (telephone 01-606 9944), or through any of our 2,650 branches in England and Wales.

Midland Bank

Expert aid for Export trade

The British group stand at Transport 68, Stockholm, contained products covering a wide range of materials handling machinery, and attracted considerable interest from visitors.

Successful joint venture at Transport 68, Stockholm

A report from the British Embassy, Stockholm

PERHAPS a better title for this exhibition would have been Materials Handling 68, for the emphasis in this six-day transport and materials handling exhibition which opened in Stockholm on May 9 was clearly on materials handling equipment.

Transport 68 and the one-day international conference in English entitled 'Materials Handling in Sweden held in conjunction with the exhibition, was a fair for professionals, and the general public was not admitted. Over 16,000 visitors who attended represented a satisfactory number of potential users, seriously concerned with materials handling and its problems. The exhibition was timely, coming during a period when Swedish industry, as always concerned with high labour costs, is looking for more efficient and faster ways of goods handling.

One hundred and sixty exhibitors, mainly from Europe, displayed a wide range of fork lift trucks, trailers, containers, handling devices, conveyors, lifting equipment, cranes and warehouse storage systems. A special feature of the exhibition was a full-scale display of materials handling at a goods terminal covering some 1,500 square metres, where one could see transport equipment in actual operation.

A contest for fork lift truck drivers provided added interest and an opportunity to see truck operation in skilled hands.

A group of 17 British companies exhibited with Board of Trade assistance, and their participation was organized by the Engineering and Building Centre, Birmingham. Very experienced in this field, this was the 40th group venture which the centre had undertaken.

The British stand was the sole international stand in the hall. Designed and erected by the CoI, it was outstanding in appearance and attracted a great deal of interest. The products on display covered a wide range of materials handling machinery, much of it original and ingenious.

The British area in the open-air section of the exhibition was particularly impressive. Among the items was a giant lorry-mounted Jones crane, the jib flying the Union Jack, which towered 230 feet over the stand and dominated the entire exhibition.

Inquiries were reported from as far afield as Australia and Japan, and it seems likely that many visitors to the International Mechanical Handling Exhibition at Earls Court had made a prior trip to Stockholm to see what was on offer.

The majority of the members of the group pronounced the venture a success. Firms seeking representation in Sweden were well satisfied. Sales made or orders taken at the exhibition amounted to some £150,000, with serious inquiries which were expected to result in sales at double that figure.

There is no doubt that the assistance provided by the Board of Trade to joint venture groups enables many smaller firms not otherwise able to do so to exhibit their products in Sweden, view the market at first hand, and make the personal contact so valued by a Swedish buyer.

The Commercial Department at the British Embassy compiled two sets of the trade literature displayed at the exhibition. One set has been retained by the Commercial Officer concerned with the subject; an identical set has gone to the Export Services Branch Library (Hillgate House 35 Old Bailey, London, E.C.4) where it is available for inspection by those firms interested in seeing what their European and American competitors are trying to sell in Sweden.

Good opportunity for British firms at Data '68

A report from the British Embassy, Stockholm

'DATA '68', Stockholm, was organized by the Federation of Office Machinery Distributors and the Federation of Swedish Civil Economists in collaboration with the Federation of Swedish Technologists. It was held from April 22 to 28. The objective was to display the computer, and ancillary equipment, and the use to which these can be put in effecting greater rationalization in business administration, and in coping with the increasing need for integration between administration and production. The exhibition was combined with an extensive series of courses on the same theme.

This was a specialized exhibition, believed to be the first of its kind assembled in Scandinavia, and was not intended to be an annual event. However, the interest shown was such that the trade and professional organizations are considering organizing another fair in 1971 – the next available date for a specialist fair of this sort – and the exhibition organizers will try to meet the interest in 'Data-type' equipment by arranging special sections in other fairs – such as Stockholm Tekniska, Office '69, Instruments and Measurements, etc.

Attendance over the week was 27,359, and with 133 well-presented exhibits covering the whole of the ground floor at St. Erikshallen, 'Data '68' offered a very crisp appearance. Whilst computers were well in evidence, the major part of the exhibition was devoted to the ancillary equipment such as data recording, sorting machines, air conditioning and flooring. There was also a large display of accounting machinery.

There was an impressive stand by ICT and amongst other British equipment on show were Denco-Miller Ltd., floors for computers, EMI peripheral equipment, a curve analyser by D.Mac of Glasgow, and Intercol, who were showing a data storing and monitoring device. The latter stand was attended by the technical director of the British firm together with his newly appointed Swedish agent. They reported several inquiries which could be expected to result in orders. Cossor, Racal, and EMI were amongst others on view. Nonetheless, American and Swedish firms dominated the fair, and although those British firms present received due respect for their achievements, the impression remains that far too many firms were being unduly cautious, and missed an unusually good opportunity by declining to participate.

The series of courses or seminars held in conjunction with the exhibition were very well attended and were reported to be a most successful feature. Many exhibitors regard this as the most profitable way of getting directly into contact with potential users of their product.

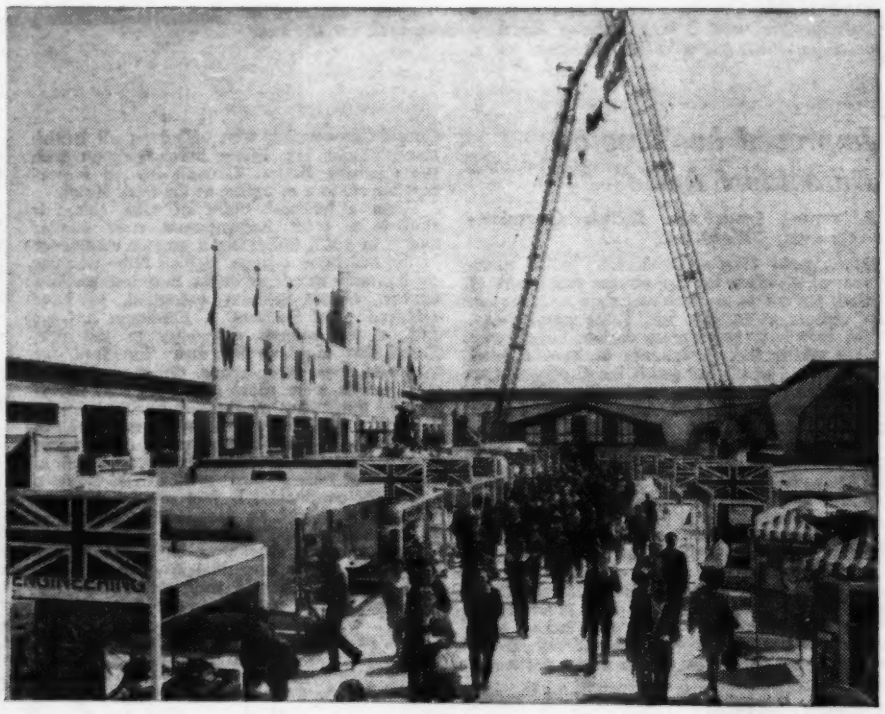
The general feeling was that the exhibition had been most successful, by the measure of orders taken but even more by contacts made with customers whose thoughts are turning towards the use of computers and allied equipment as a means of cutting production costs. Sweden's labour costs are such that the market is especially alert to any labour or time saving device, and as this country develops more and more as a manufacturer of high cost specialist items, so sales of computers, office machinery, numerical control systems, etc., can be expected to increase. The market in Sweden is much better than in many other countries with 10 times Sweden's population.

Those wishing to see what the opposition was offering may consult the catalogue of the fair, and a set of the trade literature distributed there by exhibitors. The catalogue and trade literature are available at the Export Services Branch Library, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. A duplicate set is held by the Commercial officer concerned in the Embassy.

EXPORT HANDBOOKS

The Board of Trade has issued three Export Handbooks – 'Services for British Exporters', ECGD Credit Insurance and Financial Support Services' and 'Organization for Overseas Marketing'. Together they contain 200 pages of information that every exporter should have. To get as many free copies of these three Handbooks as you require for day-to-day use by your export Staff, write now to Information Division, United Kingdom Publicity Section (551), Board of Trade, 1 Victoria Street, London, S.W.1.

The Midland Bank's Overseas trade services will be available at the **Poznan International Fair 9-23 June '68**



Our representative Mr. P. F. Cryer, a member of the Central Management of our Overseas Branch, London will be visiting the Fair each day, or you can contact him at the Hotel Merkury, Roosvelta 20, Poznan, (tel: 47231)

If you expect to be at the Fair, and need our assistance *before* you travel, we invite you to get in touch with Mr. Cryer in advance, either at Overseas Branch, 60 Gracechurch Street, E.C.3. (telephone 01-606 9944), or through any of our 2,650 branches in England and Wales.

Midland Bank

Expert aid for Export trade

The British group stand at Transport 68, Stockholm, contained products covering a wide range of materials handling machinery, and attracted considerable interest from visitors.

Successful joint venture at Transport 68, Stockholm

A report from the British Embassy, Stockholm

PERHAPS a better title for this exhibition would have been Materials Handling 68, for the emphasis in this six-day transport and materials handling exhibition which opened in Stockholm on May 9 was clearly on materials handling equipment.

Transport 68 and the one-day international conference in English entitled 'Materials Handling in Sweden held in conjunction with the exhibition, was a fair for professionals, and the general public was not admitted. Over 16,000 visitors who attended represented a satisfactory number of potential users, seriously concerned with materials handling and its problems. The exhibition was timely, coming during a period when Swedish industry, as always concerned with high labour costs, is looking for more efficient and faster ways of goods handling.

One hundred and sixty exhibitors, mainly from Europe, displayed a wide range of fork lift trucks, trailers, containers, handling devices, conveyors, lifting equipment, cranes and warehouse storage systems. A special feature of the exhibition was a full-scale display of materials handling at a goods terminal covering some 1,500 square metres, where one could see transport equipment in actual operation.

A contest for fork lift truck drivers provided added interest and an opportunity to see truck operation in skilled hands.

A group of 17 British companies exhibited with Board of Trade assistance, and their participation was organized by the Engineering and Building Centre, Birmingham. Very experienced in this field, this was the 40th group venture which the centre had undertaken.

The British stand was the sole international stand in the hall. Designed and erected by the CoI, it was outstanding in appearance and attracted a great deal of interest. The products on display covered a wide range of materials handling machinery, much of it original and ingenious.

The British area in the open-air section of the exhibition was particularly impressive. Among the items was a giant lorry-mounted Jones crane, the jib flying the Union Jack, which towered 230 feet over the stand and dominated the entire exhibition.

Inquiries were reported from as far afield as Australia and Japan, and it seems likely that many visitors to the International Mechanical Handling Exhibition at Earls Court had made a prior trip to Stockholm to see what was on offer.

The majority of the members of the group pronounced the venture a success. Firms seeking representation in Sweden were well satisfied. Sales made or orders taken at the exhibition amounted to some £150,000, with serious inquiries which were expected to result in sales at double that figure.

There is no doubt that the assistance provided by the Board of Trade to joint venture groups enables many smaller firms not otherwise able to do so to exhibit their products in Sweden, view the market at first hand, and make the personal contact so valued by a Swedish buyer.

The Commercial Department at the British Embassy compiled two sets of the trade literature displayed at the exhibition. One set has been retained by the Commercial Officer concerned with the subject; an identical set has gone to the Export Services Branch Library (Hillgate House 35 Old Bailey, London, E.C.4) where it is available for inspection by those firms interested in seeing what their European and American competitors are trying to sell in Sweden.

Good opportunity for British firms at Data '68

A report from the British Embassy, Stockholm

'DATA '68', Stockholm, was organized by the Federation of Office Machinery Distributors and the Federation of Swedish Civil Economists in collaboration with the Federation of Swedish Technologists. It was held from April 22 to 28. The objective was to display the computer, and ancillary equipment, and the use to which these can be put in effecting greater rationalization in business administration, and in coping with the increasing need for integration between administration and production. The exhibition was combined with an extensive series of courses on the same theme.

This was a specialized exhibition, believed to be the first of its kind assembled in Scandinavia, and was not intended to be an annual event. However, the interest shown was such that the trade and professional organizations are considering organizing another fair in 1971 – the next available date for a specialist fair of this sort – and the exhibition organizers will try to meet the interest in 'Data-type' equipment by arranging special sections in other fairs – such as Stockholm Teknikdag, Office '69, Instruments and Measurements, etc.

Attendance over the week was 27,109, and with 133 well-presented exhibits covering the whole of the ground floor at Sk Birkahallen, 'Data '68' offered a very crisp appearance. Whilst computers were well in evidence, the major part of the exhibition was devoted to the ancillary equipment such as data recording, sorting machines, air conditioning and flooring. There was also a large display of accounting machinery.

There was an impressive stand by ICT and amongst other British equipment on show were Denco-Miller Ltd., floors for computers, EMI peripheral equipment, a curve analyser by D.Mac of Glasgow, and Intercol, who were showing a data storing and monitoring device. The latter stand was attended by the technical director of the British firm together with his newly appointed Swedish agent. They reported several inquiries which could be expected to result in orders. Cossor, Racal, and EMI were amongst others on view. Nonetheless, American and Swedish firms dominated the fair, and although those British firms present received due respect for their achievements, the impression remains that far too many firms were being unduly cautious, and missed an unusually good opportunity by declining to participate.

The series of courses or seminars held in conjunction with the exhibition were very well attended and were reported to be a most successful feature. Many exhibitors regard this as the most profitable way of getting directly into contact with potential users of their product.

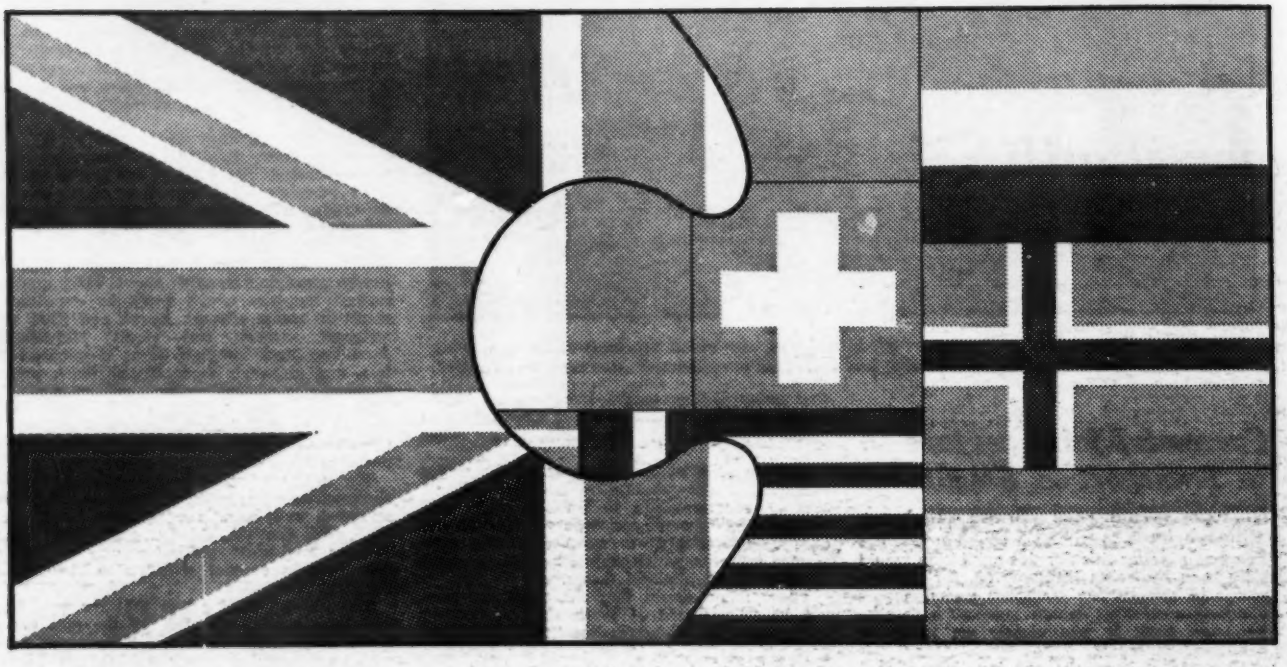
The general feeling was that the exhibition had been most successful, by the measure of orders taken but even more by contacts made with customers whose thoughts are turning towards the use of computers and allied equipment as a means of cutting production costs. Sweden's labour costs are such that the market is especially alert to any labour or time saving device, and as this country develops more and more as a manufacturer of high cost specialist items, so sales of computers, office machinery, numerical control systems, etc., can be expected to increase. The market in Sweden is much better than in many other countries with 10 times Sweden's population.

Those wishing to see what the opposition was offering may consult the catalogue of the fair, and a set of the trade literature distributed there by exhibitors. The catalogue and trade literature are available at the Export Services Branch Library, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. A duplicate set is held by the Commercial officer concerned in the Embassy.

EXPORT HANDBOOKS

The Board of Trade has issued three Export Handbooks – 'Services for British Exporters', ECGD Credit Insurance and Financial Support Services' and 'Organization for Overseas Marketing'. Together they contain 200 pages of information that every exporter should have. To get as many free copies of these three Handbooks as you require for day-to-day use by your export Staff, write now to Information Division, United Kingdom Publicity Section (551), *Board of Trade, 1 Victoria Street, London, S.W.1.*

ICFC Export Department



helps the smaller company

Industrial and Commercial Finance Corporation has unrivalled experience in aiding the small and medium sized British company. Since we were first established 22 years ago we have invested over £150,000,000 in some 2,000 companies and we have steadily extended our range of services designed to facilitate the growth of small businesses.

Our Export Department is helping manufacturers to enter the export market or to increase their present volume of exports. To this end we are engaged in building up contacts and a close knowledge of the many and varied export service companies who can often play a positive and helpful role in establishing the smaller, or inexperienced, exporter in world markets.

Our long term financial facilities, together with the specialist facilities provided by our associate companies in the field of short and medium-term finance for export credit, added to a wide knowledge of the problems of smaller businesses, means that our Export Department is both comprehensive and adaptable and can lead manufacturers to improved export performance and faster growth.

ICFC Enquiries to:
Peter Austin, Manager,
ICFC Export Department, Piercy House,
7 Copthall Avenue, London, E.C.2.
Tel. No. 01-628 4040

Alternatively, please write or telephone the ICFC Manager responsible for your district. He will be happy to help and discuss your business with you in complete confidence and without commitment on your part.

Overseas Trade and Exports

Anglo-Australian telescope project means opportunities for British industry

THE POSTWAR PERIOD has seen a revolution in observational astronomy, largely because of the introduction of completely new techniques of radio astronomy and satellite observations. At one time it seemed that this might reduce the need for large ground based optical telescopes but in fact the reverse has been the case.

For many years the largest optical telescopes in the world have been the 200 inch instruments at Mount Palomar and the 100 inch one at Mount Wilson in California. The present largest telescope in Western Europe is the 98 inch Isaac Newton instrument at the Royal Greenwich Observatory which was inaugurated by HM the Queen in December last, and is now undergoing its commissioning trials. At the moment, plans are afoot, or construction has actually commenced, for new telescopes of the order of 150 inch in America (Kitt Peak), Canada (Mount Kobau), Chile (one instrument for the United States and one for a European consortium), Australia (Siding Spring, NSW) and for France, Germany and Saudi Arabia.

The instrument in Australia is being jointly sponsored and financed by our own Science Research Council and the Australian Government. This represents a financial investment of the order of £4.5 million in total as well as an opportunity to apply some refined techniques to the construction of an instrument of advanced design. The Ministry of Technology, in co-operation with the SRC, is doing everything possible to ensure that relevant experience in its own establishments and in British industry is made available to the Anglo-Australian project.

A major undertaking

Construction of a large reflecting optical telescope is a very major undertaking, usually lasting some five or six years. The telescope consists basically of a large concave mirror which has to be figured and polished to within one micro-inch tolerance of a parabolic or hyperbolic form, mounted in a tube which permits it to be directed to any part of the sky. This primary mirror collects the light from the chosen target and reflects it by way of secondary optics to appropriate recording devices. The total weight of the mirror and telescope tube amounts to about 100 tons. The required accurancy of setting in space is of the order of seconds of arc and the mirror must be so supported that flexial distortions as the telescope is oriented remain negligible. Moreover, once the telescope is positioned on a celestial target automatic correction has to be applied for the rotation of the earth so that the correct alignment can be maintained for many hours at a time with a very small tolerance on tracking errors. All this calls for heavy engineering and control mechanisms of the highest degree of precision. In particular the requirements for the gearing for the main drive are probably more stringent than for any other mechanism in engineering practice. In respect of control systems, progress made in other fields since the construction of the last major optical telescope may make it possible for these new instruments to present a new degree of sophistication.

Another field in which recent technological development can assist very considerably is the application of photoelectric devices, such as image tubes, to supplement the conventional photographic plate which has been the mainstay of astronomical observation for many years.

The erection of the complete observatory also involves a great deal of civil engineering work. Generally speaking in order to secure optimal seeing conditions, a large telescope has to be mounted at a considerable altitude in a remote area. It is necessary to provide reliable electricity supplies and all the basic necessities for housing the astronomical team in the observatory, together with laboratories and workshops. The telescope itself has to be housed in a very carefully designed tower building to protect it from the effects of thermal change, as well as from transmitted vibration.

In the case of the Anglo-Australian telescope (AAT) the project is already well underway. It has been decided to base the AAT design on that already developed for the American 150 inch instrument now being built at Kitt Peak in Arizona. Modifications will however be incorporated into this design whenever necessary in view of the required uses by Australian and British astronomers.

The order for the 150 inch AAT mirror blank has been placed with Owens-Illinois, one of the few firms able to produce blanks of this size. They will be manufacturing the blank from a new glass ceramic material CERVIT, which has a very low co-efficient of expansion. The next step will be to let the contract for at least the grinding and figuring of this blank. As the production of the final primary mirror is very closely related to construction of the cell in which it will rest and the support system for the mirror, it is probable that all these aspects of the work, together with the figuring of the secondary mirrors, will be included in the same contract. Indeed the contract might also extend to the telescope tube and the support systems for the secondary mirrors although these could form a separate contract.

Consideration is also being given to the specification for the telescope mounting. The mounting consists primarily of a massive but delicately balanced horseshoe shaped steel structure supporting the telescope tube so that the tube is free to point with great accuracy at any selected part of the sky. Closely connected with the mounting is the drive and control system for the telescope and a joint study has been undertaken by the Royal Radar Establishment and the Commonwealth Scientific and Industrial Research Organization to advise on the way in which modern electronic techniques can be used to advantage. It has been decided to drive the telescope by servo loops under the on-line control of a computer, the computer not only being used for the telescope drive but also for the revolving dome and the dome shutter mechanism. In addition the computer will collect the digital output from the telescope and may be available for some data processing work.

The final specifications

During the next six months it is also hoped to finalize the specification for the telescope building and the dome with a view to placing a contract early in 1969. The building will be in the form of a circular tower 70-100 ft. high, surrounding a central pillar supporting the instrument and enclosing laboratories and workshops. The dome, over 100 ft. in diameter revolves on a rail set around the edge of the top of the building and will incorporate shutters and adjustable wind shields.

(*Continued on next page*)

TRADE AND FINANCIAL ARRANGEMENTS

UK and Ghana

AN AGREEMENT has been signed between the British and Ghana Governments for a £2.8 million loan. The loan is for 25 years with a waver of interest of seven years and a five-year grace period on capital repayments.

This loan, which is tied to British goods and services, is coupled with the £1.2 million not disbursed under the 1967 loan and British technical assistance (which is expected this year to amount to £700,000), bringing the total of British aid available to Ghana to about £4.7 million.

Goods and services which the Ghanaians may wish to purchase under the loan include spare parts for export and other industries and essential services such as the railways, road transport, electricity, water supply, posts and telecommunications, pharmaceuticals, medical stores, water treating chemicals, fertilizers, insecticides, agricultural implements, fishing gear, industrial raw materials, including chemicals, machinery and equipment and essential consumer goods.

Inquiries should be addressed to Commercial Relations and Exports Department, Board of Trade, Room 335, 1 Victoria Street, London, S.W.1, quoting reference CRE 19945/G.

UK imports from Bulgaria

THE BOARD OF TRADE have issued Notice to Importers No. 1220 setting out the licensing arrangements for imports from Bulgaria for the 12-month period running to March 31, 1969. Full details and the list of quotas appeared in the *Board of Trade Journal* of April 19, 1968 (pages 1244 and 1245).

Turkey and USSR

A NEW TRADE protocol was concluded in Ankara on February 25, 1968. This provides for $75 million worth of reciprocal trade during the 12 months from April 1, 1968.

Turkey will export to the USSR mainly seedless grapes, nuts, tobacco, citrus fruit, livestock, apples and wine. The Soviet Union will send raw materials and manufactured goods to Turkey.

All inquiries relating to this notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420).

ANGLO-AUSTRALIAN TELESCOPE PROJECT, *continued*

In addition to these major contracts there will be several related smaller contracts either to be let independently or as sub-contracts. These will include an aluminising plant for the mirrors, contracts to develop the telescope instrumentation and, of course, cranes, lifts and so on.

It has been agreed by the British and Australian Governments that tenders for the construction of the Anglo-Australian telescope will be invited on an international competitive basis and similar considerations may apply in the case of some of the other telescopes which are being contemplated. It follows that when the tenders are invited, there will be an excellent opportunity for British industry to show what it can do in the diverse fields of scientific and engineering activity, not only in the specialized area of telescope construction but by the utilization of experience gained in other fields of advanced technology.

Tunisia and Pakistan

THE TUNISIAN *Journal Officiel* of April 9-12, 1968, announced the renewal, for a further year from April 1, 1968, of the trade agreement of 1965 between Tunisia and Pakistan. Quotas under the agreement remain unchanged compared with the previous year (see *Board of Trade Journal* of August 11, 1967), and all imports will be made according to need.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E57,, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466 and 467).

Tunisia and Benelux

THE TUNISIAN *Journal Officiel* of April 9-12, 1968, announced the renewal, for a further year from April 1, 1968, of the trade agreement of 1958 between Tunisia and Benelux. Quotas under the agreement remain unchanged compared with the previous year (see *Board of Trade Journal* of October 27, 1967).

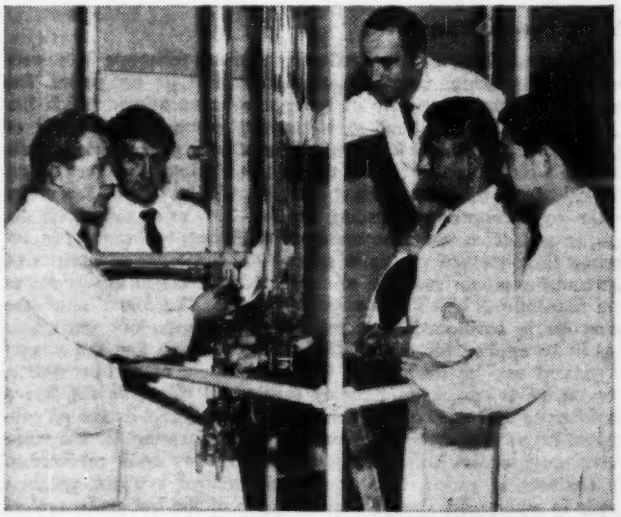
Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 408 and 423).

India and Rumania

A TRADE and Payments Agreement covering the period April 4, 1968 to December 31, 1970 between India and Rumania was signed on April 4, 1968. All payments for goods exchanged under the Agreement will be made in non-convertible Indian rupees. Commodities to be exchanged include oil prospecting and drilling equipment, chemical and petro-chemical plant equipment, steel tube rolling mills, machine tools and certain chemical and pharmaceutical products from Rumania, and from India industrial machinery, electrical manufactures, iron ore, cotton and jute products, spices, coffee and tea.

A copy of the Agreement with full lists of goods to be exchanged may be obtained from Export Services Branch (Tariff Section), Board of Trade, Room E05, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455).

TECHNICAL COURSE FOR FOREIGN PUPILS



'Pupils' from Japan and Mexico are among those attending a technical training course at the Stoke-on-Trent headquarters of QVF Ltd., chemical engineers and winners of the Queen's Award to Industry, 1968, for export achievements. The course, held in a new training school, are designed to instruct the firm's customers and agents in Britain and 53 foreign countries in the erection and operation of chemical plant.

GENTRANSCO SERVICES LTD.

GENTRANSCO HOUSE, CATER ROAD, BISHOPSWORTH, **BRISTOL, 3**

Telephone: 663061/2 663745/6 Telex: 44852

DUE TO INCREASED BUSINESS, AND IN ORDER TO GIVE ADDED FACILITIES TO OUR CUSTOMERS IN THE WEST OF ENGLAND, WE TRANSFERRED TO THIS BIGGER, NEW OFFICE ON THE 18th MAY, 1968.

WE OFFER YOU:—

- A BRAND NEW 7,000 SQ. FT. TRANSIT DEPOT STAFFED WITH OUR OWN LABOUR AND ADVANCED MECHANICAL HANDLING EQUIPMENT.
- DAILY COLLECTIONS WITHIN A 70 MILE RADIUS (THIS CAN BE STRETCHED A BIT).
- OVERNIGHT TRUNKER SERVICE TO GENTRANSCO NO. 5, LONDON INTERNATIONAL FREIGHT TERMINAL, TO CONNECT WITH THE GENTRANSCO RAIL GROUPAGE SERVICES TO ALL PARTS OF EUROPE—
- —AND THE REVERSE FOR IMPORTS.
- THE ONLY SERVICE BY OWN VEHICLES DIRECT TO AIRLINES AT LONDON AIRPORT.
- A THRICE WEEKLY CONTAINER SERVICE (ANY GOODS, SMALL OR LARGE) TO WATERFORD, FOR IMMEDIATE CLEARANCE AND DELIVERY TO ANYWHERE IN THE REPUBLIC OF IRELAND.

"GENTRANSCO GIVES SERVICE"

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 404 and 406. Telex 886143 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order please.

ALGERIA

(101/68) Household, Electrical, Office and Sports Equipment for Ministere Du Tourisme. June 15. E.S.B. 20854/68.

ARGENTINA

(102/68) Enlargement of Power Station for Ministerio de Obras Publicas. The closing date has been postponed to July 2. (Further Information.) E.S.B. 18997/68.*

Servicios Electricos Del Gran Buenos Aires:

(103/68) Electrical Equipment. June 23. E.S.B. 20909/68.*

(102/68) Transformers. June 23. E.S.B. 20911/68.*

(102/68) Wooden Posts. June 23. E.S.B. 20912/68.*

AUSTRALIA

(101/68) Voltage Regulator for Capricornia Regional Electricity Board. July 8. E.S.B. 20879/68.*

(102/68) Testing Machine for Commonwealth Scientific and Industrial Research Organisation. (Further Information.) E.S.B. 20181/68.*

(101/68) Transformers for Electricity Commission of New South Wales. June 17. E.S.B. 20895/68.*

Electricity Commission of Victoria:

(101/68) Signalling Equipment. Closing date postponed to June 24. (Further Information.) E.S.B. 14662/68.

(101/68) Capacitor Banks with Series Reactors. July 8. E.S.B. 20849/68.*

(99/68) Water Valves for Northern Electricity Authority of Queensland. June 19. E.S.B. 20435/68.*

Postmaster-General's Department:

(100/68) Binotional Switch Wipers. July 16. E.S.B. 20487/68.*

(101/68) Digital Processor. September 24. E.S.B. 20878/68.*

(101/68) Isolating Switches for Wide Bay-Burnett Regional Electricity Board. June 12. E.S.B. 20883/68.

BOLIVIA

(102/68) Communication Equipment for Ministry of Public Works and Communications. June 28. E.S.B. 20847/68.

BURMA

(102/68) Chemicals for Agricultural and Rural Development Corporation. June 30. E.S.B. 20916/68.*

Electricity Supply Board:

(98/68) Hardware Materials. July 10. E.S.B. 20413/68.*

(98/68) Power Line Carrier Telephone System. July 29. E.S.B. 20415/68.*

Ministry of Defence:

(98/68) Angles. June 15. E.S.B. 20418/68.*

(98/68) Cock Bib and Float Valves. June 14. E.S.B. 20428/68.*

(102/68) Electric Light Fittings. June 18. E.S.B. 20917/68.*

(102/68) Recording and Measuring Instruments. June 25. E.S.B. 20919/68.*

(102/68) Electric Meters. June 18. E.S.B. 20923/68.*

People's Oil Industry:

(98/68) Calculating Machine. July 15. E.S.B. 20412/68.*

(102/68) Road Tank Lorry Spare Parts. June 30. E.S.B. 20914/68.*

State Timber Board:

(98/68) Wood Screws. June 20. E.S.B. 20410/68.*

(98/68) Locks. June 21. E.S.B. 20411/68.*

(102/68) Workshop Equipment. July 5. E.S.B. 20922/68.*

(103/68) Breakdown Truck. July 3. E.S.B. 20935/68.*

CANADA

(99/68) Steel Superstructures for Manitoba Hydro. June 13. E.S.B. 20484/68.*

CEYLON

(102/68) Steel Bars for Ceylon State Hardware Corporation. June 28. E.S.B. 20941/68.

(102/68) Fire Trailer Pumps for Ceylon Tyre Corporation. June 25. E.S.B. 20924/68.

(102/68) Water Supply Scheme for Tender Board, Division of Water Supply, Drainage and Local Government Works. July 12. E.S.B. 20934/68.

CHILE

(99/68) School Bus Chassis for Direccion de Aprovisionamiento del Estado. June 14. E.S.B. 20452/68.*

CONGO, DEMOCRATIC REPUBLIC OF

Ministry of Public Health:

(103/68) Pharmaceuticals. June 25. E.S.B. 20983/68.*

(103/68) Pharmaceuticals; Hospital Supplies. June 27. E.S.B. 20984/68.*

CYPRUS

(103/68) Pipes and Fittings for Ministry of Finance. June 15. E.S.B. 20945/68.*

GHANA

(98/68) Postage Stamps and Materials Sales Contract for Ministry of Communications. June 14. E.S.B. 20426/68.

GREECE

(99/68) Iron Trichloride for Public Power Corporation. June 13. E.S.B. 20471/68.

HONG KONG

Controller of Stores, Stores Department:

(99/68) Submersible Drainage Pumps. July 5. E.S.B. 20461/68.*

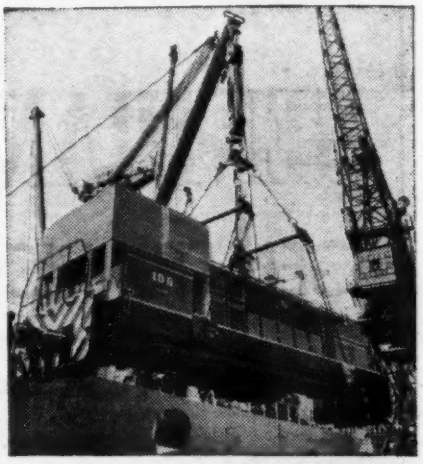
(99/68) Soap. July 5. E.S.B. 20462/68.*

(99/68) Varnish Brushes. June 21. E.S.B. 20463/68.*

(99/68) Fans and Accessories. June 28. E.S.B. 20474/68.*

Tender Board:

(99/68) Swimming Pool Equipment. June 21. E.S.B. 20458/68.*



Destined for the Philippines, a 33-ton diesel electric locomotive, built by Brush Electrical Engineering Co. Ltd., a Hawker Siddeley company, is winched on board the 'Benhiant' at the Royal Albert Docks, London. The locomotive, rated at 1,050 hp at 1,300 rpm, will be shipped out as deck cargo and will eventually be used for hauling sugar cane on the island of Panay.

(99/68) Chloride of Lime. June 14. E.S.B. 20459/68.*

(99/68) Boots and Shoes. July 12. E.S.B. 20460/68.*

INDIA

(99/68) Electrical Equipment for Assam State Electricity Board. July 15. E.S.B. 20478/68.

(103/68) Transformers for Bhakra Management Board. (Further Information.) Tender documents now available. E.S.B. 18148/68.*

Bihar State Electricity Board:

(99/68) Metering Cabinets. June 14. E.S.B. 20476/68.

(99/68) Electricity Equipment. June 15. E.S.B. 20479/68.

(99/68) Circuit Breakers; Transformers. July 8. E.S.B. 20480/68.

(103/68) Lime and Dolomite Kilns and Auxiliaries for Bokaro Steel Ltd. July 15. E.S.B. 20960/68.

Hindustan Cables Ltd.:

(98/68) Copper Tape. June 19. E.S.B. 20437/68.

(103/68) Polythene Washers. (Further Information.) Tender documents now available. E.S.B. 20137/68.*

(*Continued on page* 1679)

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs only £10 10s.*

The **Export Service Bulletin** *is available only to individuals resident and firms registered and carrying on business in the United Kingdom.*

If you would like a specimen copy get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7058. Telex 886143, AB: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.

EXPORT IMPORT

CLEANING WASTE LIMITED.

FALKLAND ROAD, HARRINGAY, LONDON, N.8.

FOR ALL GRADES OF CLEANING RAGS, COTTON WASTE ETC.,

TELEPHONE: 01-340 3411

Fly your freight FAR better by

SABENA

BIG DOOR 707 JET FREIGHTER

TO AFRICA

JOHANNESBURG - NAIROBI - ENTEBBE
DAR ES SALAAM - FROM BRUSSELS

OTHER SABENA CARGO SERVICES
TO LAGOS - KANO - ABIDJAN - NIAMEY
KIGALI - KINSHASA - BUJUMBURA

Consult your CARGO AGENT or

SABENA BELGIAN World AIRLINES

LONDON Skyport 7290/1 MANCHESTER Mercury 1542
BIRMINGHAM 643 6105 GLASGOW 248 6018/9
DUBLIN 773440

SABENA IS A MEMBER OF IATA QUALITY IN AIR TRANSPORT

You can have twenty million customers

—we can introduce you to the markets

The Royal Bank of Canada has the information you need at its fingertips. Facts relating to markets, sales representation, consumer preference and product distribution—all are available for the asking. Banking is our business and we know a great deal about Canada, too. Over 1,100 branches from coast to coast are at your service. Call either of our London Offices at **6 Lothbury, E.C.2. 01-606 6633 · 2 Cockspur Street, S.W.1. 01-930 7921.**

No parcel too small
No consignment too large
Save time
Save packing
Save costs

The latest and most efficient service by containers and road trailers to and from all countries in Europe and the U.S.A.
We receive or collect your goods into **our own customs approved warehouses** for prompt clearance and dispatch.

BAXTER HOARE & CO. LTD.
INTERNATIONAL SHIPPING & FORWARDING AGENTS
145 BOROUGH HIGH ST., LONDON, S.E.1.
Telephone HOP 4455 (30 lines) Telex 24375

Branches:
LIVERPOOL, MANCHESTER, HULL, NEWCASTLE, FELIXSTOWE, BIRMINGHAM, IMMINGHAM, SOUTHAMPTON

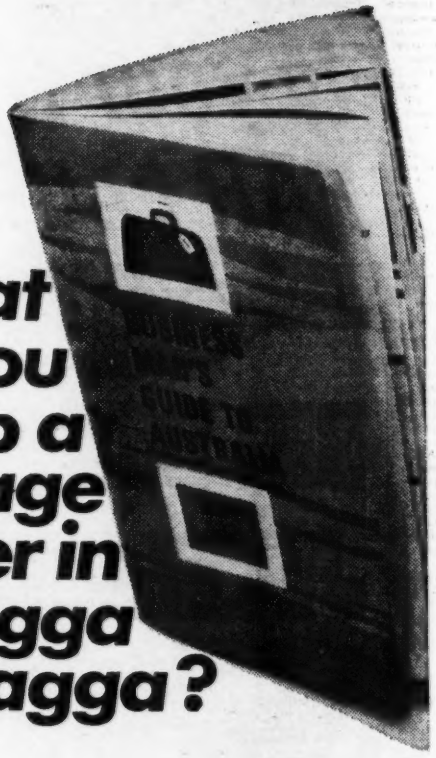
NZIA JOURNAL

"JOURNAL OF NEW ZEALAND INSTITUTE OF ARCHITECTS"

No better way of bringing your products to the notice of architects in the Dominion. Full information from London Agents.

Publishing & Distributing Co. Ltd.,
177, Regent Street,
London, W.1.

What do you tip a luggage porter in Wagga Wagga?*



you don't

Our 'Business Man's Guide to Australia' tells you why—answers lots of other questions too, like 'what time do the shops shut in Brisbane?'

With over 1,100 offices in Australia and New Zealand we naturally know all about it. With our booklets you can be just as well informed.

For your free 'Business Man's Guide' or any other information about Australia or New Zealand, contact us today.

A.N.Z. Bank

Australia and New Zealand Bank Limited
Head Office: 71 Cornhill, London, E.C.3. Tel: 01-283 1281

* Luggage porters have a fixed scale of charges—you need not tip as well.

(101/68) Air Conditioning and Heating Equipment for Hindustan Shipyard Ltd. June 27. E.S.B. 20848/68.
(98/68) Testing Machine for Hindustan Steelworks Construction Ltd. June 11. E.S.B. 20438/68.
(99/68) Testing Bench for Indian Oil Corporation. (Further Information.) E.S.B. 18189/68.*
Indian Telephone Industries Ltd.:
(103/68) Zinc Plated Steel Sheet. (Further Information.) Tender documents now available. E.S.B. 19568/68.*
(103/68) Diakon Compound Granules. (Further Information.) Tender documents now available. E.S.B. 20598/68.*
(103/68) Nylon. (Further Information.) Tender documents now available. E.S.B. 20399/68.*
(103/68) Capacitor Tissue Paper. (Further Information.) Tender documents now available. E.S.B. 20400/68.*
(98/68) Steel for Kolar Gold Mining Undertakings. June 17. E.S.B. 20401/68.*
(99/68) Cables for Orissa State Electricity Board. June 18. E.S.B. 20477/68.
(101/68) Dam Gates for Public Works Department. July 8. E.S.B. 20853/68.
(101/68) Bus Bar Protection for UP State Electricity Board. July 2. E.S.B. 20851/68.

IRAQ

(100/68) Glycerine; Lead; Tinplate for Cotton Seed Products Co. June 14. E.S.B. 20823/68.
General Administration of Sewing Factory:
(102/68) Cotton Tape. June 15. E.S.B. 20946/68.
(102/68) Cotton Drill. June 15. E.S.B. 20947/68.
(101/68) Ring Doubler and Cheese Winder Machines for General Spinning and Weaving Co. June 30. E.S.B. 20836/68.
Ministry of Communications:
(102/68) Jacks. June 23. E.S.B. 20948/68.
(102/68) Cranes. June 30. E.S.B. 20949/68.
(102/68) Wooden Sleepers. July 7. E.S.B. 20952/68.
(102/68) Laboratory Equipment for Ministry of Defence. June 29. E.S.B. 20955/68.
(100/68) Surgical Instruments; Laboratory Equipment for Ministry of Finance. July 21. E.S.B. 20827/68.
(101/68) Gas Stoves for Ministry of Health. July 7. E.S.B. 20825/68.
(100/68) Water Supply Scheme for Ministry of Municipalities and Works. August 31. E.S.B. 20824/68.
(102/68) Pipes and Fittings for Ministry of Oil and Minerals. June 29. E.S.B. 20950/68.

IRISH REPUBLIC

(101/68) Laundry Equipment for Cavan County Council. June 14. E.S.B. 20858/68.

ITALY

(99/68) Paper for Headquarters Allied Forces. June 14. E.S.B. 20472/68.

JORDAN

Jordan Petroleum Refinery Co. Ltd.:
(103/68) Hydraulic Press. June 25. E.S.B. 20956/68.*
(103/68) Welding Machine. June 25. E.S.B. 20957/68*.

KENYA

(102/68) Parking Meters for Nairobi City Council. July 1. E.S.B. 20931/68.*

LEBANON

Lebanese Railways Authority:
(98/68) Railway Track Materials. June 12. E.S.B. 20420/68.*
(103/68) Test Bench. June 12. E.S.B. 20974/68.*
(103/68) Satellite Telecommunications Earth Station for Lebanese Telephone Administration. July 5. E.S.B. 2884/68.*

MALTA

Treasury:
(100/68) Chemicals. June 20. E.S.B. 20489/68.*
(100/68) Air Letter Forms. June 20. E.S.B. 20494/68.*

MEXICO

(101/68) Motor Control Centres for Mexican Federal Electricity Commission. June 18. E.S.B. 20869/68.*

NETHERLANDS

Directorate of Waterways:
(101/68) Construction of Dykes. June 18. E.S.B. 20840/68.
(101/68) Construction of Roadway. June 14. E.S.B. 20839/68
(101/68) Road Construction Works. June 12. E.S.B. 20838/68.
(99/68) Buses for Headquarters Allied Forces, Central Europe. June 15. E.S.B. 20469/68.*

NEW ZEALAND

General Post Office:
(99/68) Pulse Echo Test Sets. June 21. E.S.B. 20455/68.*
(101/68) Radio Components. June 25. E.S.B. 20861/68.*

NORWAY

(100/68) Construction of Railway Bridge for Norwegian State Railways. August 5. E.S.B. 20837/68.

PAKISTAN

Pakistan Eastern Railway:
(102/68) Railway Coach Electical Spare Parts. June 24. Tender documents now available. E.S.B. 20926/68.*
(102/68) Fluorescent Light Fittings. June 24. E.S.B. 20925/68.*
(102/68) Testing Sets; Volt Meters. June 24. E.S.B. 20927/68.*
(102/68) Electical Materials. June 26. E.S.B. 20928/68.*
(102/68) Air Conditioning Equipment. June 26. E.S.B. 20929/68.*
(102/68) Air Conditioning Plant and Equipment. June 26. E.S.B. 20930/68.*
Pakistan Western Railway:
(99/68) Steel Wheels and Axles. June 17. E.S.B. 20456/68
(99/68) Wire. June 14. E.S.B. 20457/68.*
(101/68) Wheels. (Further Information.) Tender documents now available. E.S.B. 19062/68.*

PARAGUAY

(99/68) Aluminium Sulphate for Corporacion de Obres Sanitarias. July 2. E.S.B. 20454/68.*
Instituto de Prevision Social:
(103/68) Surgical and Hospital Equipment. June 27. E.S.B. 20986/68.*
(103/68) Switchboard Panels. June 21. E.S.B. 20987/68.*

PHILIPPINES, REPUBLIC OF

(103/68) Cables and Wires for National Power Corporation. June 28. E.S.B. 20961/68.*

SINGAPORE, REPUBLIC OF

(101/68) Ferrules for Public Utilities Board. July 2. E.S.B. 21526/68.*

SOUTH AFRICA

Cape Provincial Tender Board:
(99/68) Tapestry Canvas. June 18. E.S.B. 20464/68.*
(99/68) Needles. June 12. Tender documents now available. E.S.B. 20466/68.*
(102/68) Paper and Cardboard for Natal Provincial Administration. June 19. E.S.B. 20913/68.*
State Tender Board:
(100/68) Gloves. June 13. E.S.B. 20807/68.*
(100/68) Cable. June 18. E.S.B. 20808/68.*
(100/68) Potentiometer. June 13. E.S.B. 20809/68.*
(100/68) Tractors. June 13. E.S.B. 20810/68.*
(103/68) Laboratory Equipment. June 25. E.S.B. 20958/68.*
(103/68) Laboratoy Equipment and Chemicals. June 25. E.S.B. 20959/68.*

SPAIN

(102/68) Zoo Park for Ayuntomiemto de Madrid. August 17. E.S.B. 20888/68.

SUDAN

Department of Posts and Telegraphs:
(98/68) Telephone Hardware Equipment. June 24. E.S.B. 20435/68.*
(98/68) Paper. June 17. E.S.B. 20436/68.*
(98/68) Air Conditioning Plant for Ministry of Works. June 20. E.S.B. 20432/68.*
(98/68) Tyres and Tubes; Batteries for Sudan Gezira Board. June 15. E.S.B. 20434/68.*
Sudan Railways:
(98/68) Coupling Pins. June 13. E.S.B. 20432/68.*
(98/68) Circular Saw Machine. June 18. E.S.B. 20433/68.*

TAIWAN

Central Trust of China:
(101/68) Distribution Transformers. June 25. E.S.B. 20860/68.*
(101/68) Dumping Trucks. June 18. E.S.B. 20952/68.*
(101/68) Steel Sheets, Bars and Strips; Terne Plate. June 24. E.S.B. 20865/68.*
(101/68) Thermo Wire and Purge Tubes. June 26. E.S.B. 20865/68.*
(101/68) Steel. June 26. E.S.B. 20866/68.*
(101/68) Metals. June 25. E.S.B. 20867/68.*
(101/68) Oil Burner. June 24. E.S.B. 20870/68.*
(101/68) Carbide Blanks; Tap Chaser; Drills and Welding Tips. June 27. E.S.B. 20871/68.*
(102/68) Control Equipment. June 17. E.S.B. 20906/68.*
(102/68) Transfer Switches; Indicating Lamps. June 17. E.S.B. 20887/68.*
(102/68) Radio Communication Equipment. June 17. E.S.B. 20889/68.*
(102/68) Bailey Bridge and Erection Equipment. June 17. E.S.B. 20892/68.*
(102/68) Air Compressors; Pumps; Steam Cleaners. June 18. E.S.B. 20901/68.*
(102/68) Fire-fighting Equipment. June 21. E.S.B. 20902/68.*
(102/68) Steel Plate. June 14. E.S.B. 20903/68.*
(102/68) Hose. June 17. E.S.B. 20905/68.*
(102/68) Screw Pumps. June 18. E.S.B. 20933/68.*
(102/68) Scientific Instruments. June 17. E.S.B. 20894/68.*
(102/68) Milling Machine and Cutters. June 19. E.S.B. 20899/68.*
(102/68) Air Sterilization Filter. June 19. E.S.B. 20900/68.*
(102/68) Radiation Measuring Instrument. June 18. E.S.B. 20908/68.*
(102/68) Bottling Plant. June 17. E.S.B. 20897/68.*
(102/68) Loading Equipment. June 19. E.S.B. 20904/68.*

THAILAND

(102/68) Vacuum Cleaners for Air Engineering Department. June 27. E.S.B. 20939/68.
Metropolitan Electricity Authority:
(98/68) Conductor. June 18. E.S.B. 20375/68.*
(103/68) Network Fuses. June 28. E.S.B. 20936/68.*
(102/68) Locomotive Radiators for State Railway of Thailand. July 11. E.S.B. 20938/68.
(100/68) Telephone Exchange Equipment for Telephone Organization of Thailand. June 14. E.S.B. 21291/68.

TURKEY

Ground Forces Command:
(100/68) Fibreglass. July 10. E.S.B. 20498/68.*
(100/68) Submersible Pumps. July 10. E.S.B. 20499/68.*
(103/68) Fuel Pump Test Stands; Piston Grinding Machines for Kara Kuvvetleri Kormutanligi. June 18. E.S.B. 20962/68.*
(103/68) Excavators; Fork-lift Trucks for State Railways Administration. June 17. Tender documents (in Turkish) are available. E.S.B. 20965/68.*
(103/68) Machine Tools for T. C. Devlet Demiryollari Isletmesi. June 26. E.S.B. 20967/68.*
(101/68) Cardboard Strip Cutting Machine for Tekel Genel Mudurlugu. June 17. Tender documents (in Turkish) are available. E.S.B. 21328/68.*

UNITED STATES OF AMERICA

(100/68) Crane for Port of Tacoma Commission. June 26. E.S.B. 20832/68.*
(102/68) Shunt Capacitor Equipment for United States Department of the Interior. (Further Information.) Tender documents now available. E.S.B. 12334/68.*

URUGUAY

(101/68) Steel and Iron for AFE (State Railways). First call July 11; second call July 16. E.S.B. 20833/68.
UTE State Electricity Board:
(100/68) Insulators; Circuit Breakers. First call July 5; second call July 12. Tender documents (in Spanish) are available. E.S.B. 20500/68.*
(100/68) Telephone Line Equipment. First call July 9; second call July 16. E.S.B. 20830/68.*

VIETNAM

(101/68) Diesel Generating Set for Industrial Development Centre. June 29. E.S.B. 20859/68.*

ZAMBIA

Central Supply and Tender Board:
(99/68) Clothing; Gaberdine. June 21. E.S.B. 20448/68.*
(99/68) Sterile Intravenous Solutions; Hospital Equipment. June 21. E.S.B. 20450/68.*
(99/68) X-ray Envelopes and Accessories. June 21. E.S.B. 20451/68.*
(103/68) Rolling Stock for Ministry of Transport, Power and Communications. June 15. E.S.B. 21817/68.*

OVERSEAS COMMERCIAL POSTS

Over 200 *official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given in March* 15 *issue of the* Journal.

ELEPHANTIDE (REGD.)
INSULATING PRESSBOARD
for all Oil Immersed Electrical Apparatus such as
TRANSFORMERS, SWITCHGEAR, etc.
Also PRESS PAPERS FOR CLOTH FINISHING
B. S. & W. WHITELEY LTD., POOL-IN-WHARFEDALE, YORKSHIRE.
Telephone: ARTHINGTON 2121 • TELEX 55103 • Grams: WHITELEY, POOL-IN-WHARFEDALE

Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.†**

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7016 and 7017. Telex 886143, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Abu Dhabi
(99/68) Inquiry for bicycles; carpentry tools; electrical accessories; plumbing fittings and accessories. E.S.B. 20669/68.

Australia
(100/68) Agency inquiry for dress fabrics; household linen; soft furnishings. E.S.B. 15866/68.
(101/68) Agency inquiry for pesticides; detergents; waxes. E.S.B. 17988/68.
(102/68) Agency inquiry for furnishing fabrics. E.S.B. 21239/68.
(98/68) Joint venture – engineering products; structural steel fabrication. E.S.B. 19789/68.
(99/68) Inquiry for aluminium brackets; carved wooden products; wooden cabinet hardware; wooden or plastic mouldings. E.S.B. 20569/68.
(99/68) Inquiry for ceramic fibre. E.S.B. 13901/65.
(99/68) Inquiry in respect of engineering products and services. E.S.B. 33494/67.
(100/68) Inquiry for washing mop heads. E.S.B. 19675/68.
(101/68) Inquiry for electric walking dragline excavator. E.S.B. A/1/68.
(101/68) Inquiry for magazines and periodicals. E.S.B. 21301/68.
(101/68) Special Advisory Authority Inquiry. C.R.E. 1037/68.
(102/68) Manufacture under licence – resins. E.S.B. 21543/68.

Austria
(100/68) Agency inquiry for blouses; leather clothing; tights. E.S.B. 11608/68.
(98/68) Inquiry for cotton; staple fibre yarns. E.S.B. 21071/68.

Bahamas
(100/68) Inquiry for theatre equipment. E.S.B. 30430/65.

Barbados
(100/68) Agency inquiry for fire extinguishers. E.S.B. 20771/68.
(102/68) Agency inquiry for cartons and containers; drugs; hotel foodstuffs; ice cream machines; protective clothing. E.S.B. 20705/68.

Belgium
(99/68) Inquiry for gauze cutting, folding and packing machine. E.S.B. 9200/68.

Benelux/Bulgaria
(101/68) Trade Agreement. C.R.E. 1468/G.

Brazil
(103/68) Inquiry for hand tools. E.S.B. 19200/68.

Canada
(100/68) Agency inquiry for crank shaft grinding machinery; cylinder boring machinery; cylinder head refacing machinery; lathes; piston pin pressing machinery; presses for cylinder sleeves. E.S.B. 21136/68.
(101/68) Inquiry for cotton damask napkins and tablecloths. E.S.B. 21535/68.
(101/68) Inquiry for educational games for teaching aids; surveying equipment. E.S.B. 21518/68.
(102/68) Inquiry for perforated steel sheet. E.S.B. 21514/68.
(103/68) Agency inquiry for brake assemblies and parts; wheels. E.S.B. 21270/68.

Ceylon
(103/68) Agency inquiry for sanitary ware. E.S.B. 21841/68.
(98/68) Inquiry for printing press. E.S.B. 20781/68.
(102/68) Inquiry for extraction unit. E.S.B. 21814/68.
(102/68) Inquiry for paper clips; pins and ball pen producing machinery. E.S.B. 21559/68.

Cyprus
(100/68) Inquiry for anaesthetic equipment; soda lime. E.S.B. 21351/68.

Czechoslovakia
(100/68) Inquiry for PVC folio-making equipment. E.S.B. 18944/68.

Denmark
(102/68) Agency inquiry for kitchen utensils. E.S.B. 20765/68.

Finland
(98/68) Agency inquiry for plastic clothing. E.S.B. 20793/68.
(100/68) Agency inquiry for cranes. E.S.B. 21017/68.
(100/68) Agency inquiry for pipe cleaners. E.S.B. 21027/68.
(99/68) Inquiry for transfer equipment. E.S.B. 20296/68.
(100/68) Inquiry for confectionery; domestic cleaning materials and polishes; foodstuffs; toilet preparations. E.S.B. 21340/68.
(100/68) Inquiry for giftware; hotel equipment and supplies. E.S.B. 40183/67.

France
(100/68) Agency inquiry for braid; furniture trimmings. E.S.B. 19705/68.
(100/68) Agency inquiry for cutlery; giftware and novelties; jewel boxes; pocket and desk diaries; smokers requisites. E.S.B. 10583/68.
(101/68) Agency inquiry for mobile compressors. E.S.B. 21302/68.
(103/68) Agency inquiry for hydraulic turbines. E.S.B. 21560/68.
(98/68) Inquiry for potassium mono and bi-phosphate; phosphoric acid. E.S.B. 20539/68.
(99/68) Inquiry for building materials; ceilings; door casings; floor coverings; partitioning; skirting boards; wall coverings. E.S.B. 16653/68.
(99/68) Inquiry for cotton sheeting fabrics; handkerchiefs and tablecloths. E.S.B. 21100/68.
(99/68) Inquiry for steel mountings. E.S.B. 16460/68.
(100/68) Inquiry for mesh cloth; piece-goods. E.S.B. 20206/68.
(101/68) Inquiry for furniture; giftware; glassware; lamps; rag dolls. E.S.B. 21389/68.
(102/68) Inquiry for condensers; conductors; electrical insulation material. E.S.B. 21770/68.
(102/68) Manufacture under licence – electric and electronic switchgear. E.S.B. 21520/68.
(102/68) Manufacture under licence – light building equipment. E.S.B. 21510/68.

Germany, Federal Republic of
(100/68) Agency inquiry for bedroom runners; period carpets; wool velour carpeting. E.S.B. 21105/68.
(100/68) Agency inquiry for carpets and rugs; curtains. E.S.B. 20248/68.
(101/68) Agency inquiry for laboratory equipment; pharmaceuticals; plastic products. E.S.B. 20012/68.
(101/68) Agency inquiry for leathergoods industry equipment and supplies. E.S.B. 21090/68.
(102/68) Agency inquiry for ships containers. E.S.B. 20249/68.
(101/68) Inquiry for mattress spring wire. E.S.B. 21189/68.
(101/68) Inquiry for steel tubes and bends. E.S.B. 21517/68.
(102/68) Manufacture under licence – gears. E.S.B. 21702/68.

Gibraltar
(101/68) Inquiry for bathroom fittings and appliances; blankets; cutlery; domestic electric household appliances and equipment; furniture; handbags; household linen. E.S.B. 20008/68.

Greece
(100/68) Agency inquiry for food colourings and flavourings; gelatine; potassium sorbate. E.S.B. 19805/68.
(102/68) Inquiry for wool worsted suiting. E.S.B. 9150/68.

Guatemala
(98/68) Inquiry for bengal lights; cardboard containers; cardboard manufacturing machinery and equipment; fireworks. E.S.B. 21045/68.
(98/68) Inquiry for food processing machinery and materials; food products. E.S.B. 21044/68.

Guyana
(99/68) United Kingdom aid to developing countries. E.S.B. 1209/G.

Hong Kong
(101/68) Inquiry for nylon fur and terylene/wool fabrics; suede sheep skin. E.S.B. 21712/68.
(102/68) Inquiry for bedspreads; brassiere-making materials; leather boards. E.S.B. 21842/68.

India
(99/68) Bank guarantee, option under the United Kingdom 1967 non-project loan (Kipping V) C.R.E. 22237/G.

†For further details of the 'Export Service Bulletin' see page 1676.

Robert Hough

WASTE PAPERS • ALL TEXTILE WASTES
RAGS • ROPES • JUTE • FLAX • HEMP
SISAL • MANILA • COTTON WASTE

VICTORIA HOUSE
NARROW STREET
LONDON E.14
Phone: 01-987 5632/5
Telex No.: 21372
Cables:
PAPERSTOCK, LONDON, E.14

and at TEMPLE MILL • MARLOW • BUCKS • Tel: MARLOW 4488

PROPRIETORS: LIMEHOUSE PAPERBOARD MILLS LIMITED • MANUFACTURERS & PROCESSORS • IMPORTERS & EXPORTERS

RH ESTABLISHED 1860

Irish Republic
(99/68) Agency inquiry for perambulators. E.S.B. 21057/68.
(102/68) Agency inquiry for harness buckles and fittings; industrial rubber goods; riding accessories; surgical tubing and sheeting; veterinary instruments. E.S.B. 20631/68.

Italy
(99/68) Agency inquiry for deck equipment. E.S.B. 21069/68.
(99/68) Agency inquiry for electronic calculators. E.S.B. 18220/68.
(99/68) Agency inquiry for foundry machinery; glass making machinery. E.S.B. 18298/68.
(99/68) Agency inquiry for synthetic fibre wastes and by-products. E.S.B. 21056/68.
(100/68) Agency inquiry for electronic apparatus glass products. E.S.B. 18469/68.
(102/68) Agency inquiry for ceramic tiles; plastic and rubber flooring; sanitary ware. E.S.B. 20737/68.
(102/68) Agency inquiry for doeskin wool waistcoats. E.S.B. 21155/68.
(102/68) Agency inquiry for stationery machinery. E.S.B. 21388/68.
(101/68) Inquiry for waste polypropylene and polystyrene. E.S.B. 21569/68.

Jamaica
(103/68) Inquiry for table lamp component parts. E.S.B. 21598/68.

Japan
(98/68) Agency inquiry for cotton broadcloth; women's cashmere wool sweaters. E.S.B. 20687/68.
(98/68) Inquiry for beverages and foodstuffs; coffee mills and roasting machinery; kitchen equipment. E.S.B. 20704/68.
(101/68) Inquiry for caviar. E.S.B. 21528/68.

Korea
(100/68) Inquiry for refrigerating plants. E.S.B. 13812/68.

Kuwait
(101/68) Agency inquiry for laboratory equipment; pharmaceuticals. E.S.B. 21134/68.

Lebanon
(100/68) Inquiry for heavy motor vehicle chassis with cabs. E.S.B. 21084/68.

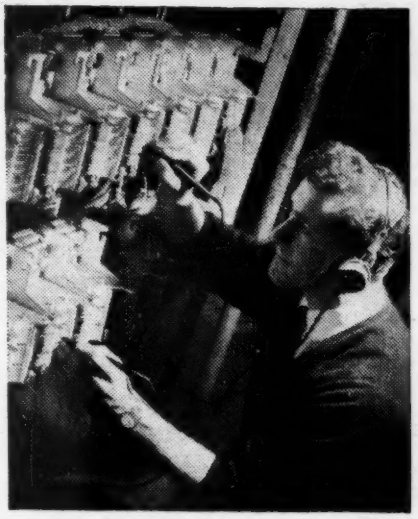
Liberia
(99/68) Agency inquiry for biscuits; books; disinfectants; polishes; starch. E.S.B. 8559/68.

Libya
(99/68) Agency inquiry for domestic appliances and goods; garments; hardware and tools; kitchenware; paints; suitcases; textiles. E.S.B. 5568/68.
(99/68) Agency inquiry for submersible pumps. E.S.B. 11236/68.
(103/68) Agency inquiry for canned foods; confectionery; cosmetics; cutlery; hand tools; spirit cookers; tapestry materials. E.S.B. 16992/68.

Malaysia
(101/68) Agency inquiry for cable assemblies; self-binding tape; sleeves; terminating cable. E.S.B. 21333/68.
(101/68) Agency inquiry for electrical equipment. E.S.B. 21249/68.
(98/68) Inquiry for steel strapping. E.S.B. 21111/68.
(101/68) Inquiry for water heaters. E.S.B. 2053/68.

Mexico
(98/68) Inquiry for traffic signs. E.S.B. 20714/68.
(100/68) Manufacture under licence – printing inks. E.S.B. 20707/68.

New Zealand
(99/68) Agency inquiry for industrial transmission equipment. E.S.B. 21028/68.



Among orders which have been placed with the Telephone Switching Group of Standard Telephones and Cables Ltd., are export orders totalling nearly £400,000 from the Irish Republic for switching equipment to be installed in provincial exchanges throughout the country, together with similar equipment for international switching centres in Bahrain and Dubai. Above, an engineer tests equipment similar to that which has been ordered.

(100/68) Agency inquiry for hearing aids. E.S.B. 20625/68.

Nicaragua
(98/68) Inquiry for lamps; lampshades and accessories. E.S.B. 15485/68.
(102/68) Inquiry for ceramic tiles. E.S.B. 21834/68.

Nigeria
(99/68) Agency inquiry for building materials; hand tools; hardware. E.S.B. 19678/68.
(99/68) Inquiry for school supplies and equipment; stationery. E.S.B. 17802/68.

North America
(101/68) Stores buyers' visits. E.S.B. 4763/67.

Norway
(100/68) Agency inquiry for boat equipment and hardware. E.S.B. 20774/68.
(99/68) Inquiry for suede and leather clothing. E.S.B. 39741/67.

Pakistan
(99/68) Inquiry for duplicating and stencil paper. E.S.B. 21153/68.
(101/68) Inquiry for incubators. E.S.B. 21390/68.

Philippines
(101/68) Trade Fairs.

Saudi Arabia
(99/68) Inquiry for iron bars. E.S.B. 44640/67.
(100/68) Inquiry for garage and vehicle servicing equipment. E.S.B. 16186/68.

Sierra Leone
(98/68) Inquiry for bottle caps; consumer goods; cambric white shirting; cotton sailcloth; glass and polythene bottles; pharmaceuticals; tins. E.S.B. 16453/68.

South Africa
(99/68) Agency inquiry for car upholstery leathers. E.S.B. 17807/68.
(98/68) Inquiry for iron sheeting plant. E.S.B. 21097/68.
(99/68) Inquiry for foodstuffs. E.S.B. 20643/68.

Sweden
(98/68) Agency inquiry for steel tubes. E.S.B. 11267/68.
(100/68) Agency inquiry for bakers' chocolate; chocolates and toffees; confectionery. E.S.B. 21106/68.
(100/68) Agency inquiry for pneumatic tube systems. E.S.B. 21101/68.
(101/68) Inquiry for steel measuring tapes. E.S.B. 21210/68.

Switzerland
(98/68) Agency inquiry for automobile radiator grills. E.S.B. 20680/68.

Thailand
(101/68) Inquiry for canned goods; chemicals; cocoa; cosmetic raw materials; yeast. E.S.B. 21042/68.

Turkey
(98/68) Inquiry for plywood or hardboard-making machinery. E.S.B. 19868/68.

Uganda
(100/68) Inquiry for motor vehicle spare parts and accessories. E.S.B. 21073/68.

United States of America
(99/68) Inquiry for carpet printing machinery. E.S.B. 20746/68.
(99/68) Inquiry for hawser thimbles; wire rope shackles and thimbles. E.S.B. 21192/68.
(99/68) Inquiry for nails; wire products; wire cutters. E.S.B. 21079/68.
(99/68) Manufacture under licence – household anti-pollution and environmental control products. E.S.B. 18497/68.
(100/68) Inquiry for building materials. E.S.B. 21384/68.
(100/68) Inquiry for concrete pre-stressed wire strand. E.S.B. 21344/68.
(100/68) Inquiry for confectionery; flavouring and essences; foodstuffs; paperboard; tobacco. E.S.B. 21254/68.
(100/68) Inquiry for school, church and gymnasium equipment. E.S.B. 21345/68.
(101/68) Inquiry for antique prints; paintings; reproductions; silk screenings. E.S.B. 11046/68.
(101/68) Inquiry for glass animal and bird eyes. E.S.B. 21509/68.
(101/68) Inquiry for locks; luggage hardware. E.S.B. 21582/68.
(102/68) Inquiry for mining and milling equipment. E.S.B. 21795/68.

Venezuela
(98/68) Inquiry for graphic electrodes; ingot moulds. E.S.B. 19891/68.
(103/68) Inquiry for stamping machines. E.S.B. 21807/68.

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices. "... *essential statistical data on the really important aspects of this country's trade ..., in exceedingly convenient form.*" – *The Times.* Monthly 5s. (*by post* 5s. 6d.). Annual subscription £3 6s., including postage.

Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in the March 15 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of Board of Trade (see page xx of May 3 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

Biscuit company executives' overseas tours

MR. IAN JOHANNES, overseas sales manager of Elkes Biscuits Ltd., Uttoxeter, has, during the first quarter of 1968 following the company's policy of expanding its overseas sales, visited agents in United States, Canada, Australia, Norway, Denmark, Sweden, Ghana, Nigeria, Sierra Leone and the Canary Islands. Orders so far booked indicate a substantial turnover during 1968, well in excess of last year's figures.

Mr. A. N. Elkes, chairman and managing director, is at present in Cyprus discussing with the company's agents their marketing programme over the next five years which will incorporate extensive advertising in the press, by radio and television. Other sales aids will also be considered to regain sales to this traditional market which has been veering towards competitors' products from Europe.

The company's house journal reports that further plans have been finalized for 1968 to visit EEC, Middle, Near and Far East Countries as far afield as Japan. The Commercial Ssecretaries at the Embassies in the countries so far visited have rendered invaluable assistance in pursuance of the Government's policy to expand national overseas trade, the journal states.

Building sale tour

Mr. A. H. J. Lonie

Mr. Peter Bartram

MR. A. H. J. LONIE, marketing director, Terrapin International Limited, the Bletchley-based system building, construction and engineering group, and Mr. Peter Bartram, European manager of Terrapin (Overseas) Limited, one of the group's subsidiary companies, are visiting Madrid to discuss the export of the firm's buildings to Spain, especially in relation to education and the provision of classrooms. During their visit, Mr. Lonie and Mr. Bartram will meet Government officials, education officials and leading representatives of industry.

Terrapin unit buildings are manufactured and marketed in Australia, Denmark, France, Germany, Ireland, Japan, Portugal, South Africa and the United States.

Fourth visit to North America in 18 months

FOR the fourth time in 18 months Mr. Philip T. Sunderland, managing director of Sunderland Sportswear Ltd., of Glasgow, manufacturers of foul weather clothing for golfers and fishermen is visiting Canada, the United States and Bermuda. On this occasion he is accompanied by Mrs. Ida Sunderland, export director of the firm. Purpose of his visit is to sell for the forthcoming season to the firm's existing distributors and to appoint new distributors where none exist.

Before leaving for Bermuda, visits will be made to Montreal, Toronto, Hamilton, Utica and New York.

Two-month 60,000-miles tour

MR. E. B. DAWSON, export sales manager of Gilt Edge Carpets, is currently on an eight weeks' 60,000 mile tour of the Middle East, Far East and Australasia. During the trip he will visit Singapore, Hong Kong, Japan, Australia and the Lebanon. A considerable proportion of Mr. Dawson's time while on this tour will be spent in Australia, with the Gilt Edge subsidiaries and agents, meeting local retailers, architects and designers, to discuss the expansion of the firm's markets in these areas, and to sound out trade reaction to possible expansions in their product range.

Tour results in $750,000 order

A 750,000 DOLLAR contribution to Britain's export business can be attributed to the efforts of Mr. J. T. Rutherford, FCA, chairman and managing director of Russell Constructions Limited, London, W.C.2. In Salem, Ohio, last week Mr. Rutherford obtained a contract to supply sieving machinery to the Lehmann & Wm. R. Thropp Div., of Mullins Manufacturing Corporation, who are to market this equipment throughout the United States.

On arrival at London Airport, Mr. Rutherford stated that in his opinion market prospects in the United States were excellent, offering every opportunity for exploitation by British companies with first class products and an energetic export sales policy.

Agricultural mission to East Africa

A team of British agricultural engineering experts have left London on a three weeks tour of East Africa to weigh up market potential for the companies products. Headed by Mr. W. R. P. Farrow, managing director of Farrow and Sons Ltd., the tour has been organized by the Agricultural Engineers Association as part of its policy to find and establish outlets for British farm equipment.

The first eight days was spent at Lusaka, Zambia, followed by a visit to Blantyre, Malawi. The remainder of the tour – nine days – will be spent in Tanzania, based at Dar-es-Salaam. The team return to London on June 2.

The Association has been responsible for promoting a number of trade missions to many parts of the world. It is now actively engaged in finding new outlets by sending representatives to international fairs and exhibitions.

Swedish tour

EXPORTS by the Speedwell Gear Case Co. of Birmingham of their cycle accessories to Swedish firms have been building up over the past months and interest in the facilities the company offers in the sheet metal fabrication field has spread to general engineering industries. As a result contact has been made with 90 Swedish companies, and a Speedwell representative is at present on a protracted round of personal visits. Mr. Derek S. Mattey, managing director, is planning a follow-up tour to meet old and new customers and to investigate the market potential at first hand. Says Mr. Mattey: 'the Swedish market offers us exceptional opportunities and we aim to make the most of them.'

In the United States there is an increasing demand for Speedwell light-weight motor cycle petrol tanks, which are fitted by enthusiasts to both British and United States machines. Annual shipments run into tens of thousands. Due to mounting sales and the wide spread of interest in the tanks the head of one of America's largest distributing companies is visiting Speedwell at the end of May for 'expansion talks'.

Mr. Mark M. Cansick, a partner in the export merchant firm of Mark Cansick and Co., recently left on a tour of the United States and Canada. As export manager for some 25 British firms, Mr. Cansick will be endeavouring to increase sales in North America for the firms they represent. His itinerary will include visits to New York, Los Angeles, San Francisco, Vancouver, Toronto and Montreal.

MR. J. N. ROBERTS, sales manager, Preformed Line Products (Great Britain) Ltd., has left on a visit to the Near and Middle East, calling in Italy, Greece, Libya, Cyprus, Lebanon and Iran. The object of the visit is to contact their existing agents and to meet engineers from the electrical power authorities and telecommunication departments.

Mr. Roberts will spend about a month in the areas before returning in the middle of June.

Scottish export groups missions

Mr. T. E. Smy

AT THE annual general meeting of the Scottish Thistle Export Group, Mr. George Fergusson, managing director of A. H. McIntosh & Co. Ltd., Furniture Manufacturers, Kirkcaldy, announced that this year had seen the highest total of new orders by participants in overseas trade missions since the formation of the Group six years ago. Orders from European markets alone totalled over £200,000 and a further substantial amount had been won from North America. Mr. Fergusson went on to say that an ambitious programme of missions was planned for the next financial year in which it was hoped to include the Middle East and the Benelux countries. It was also announced that one of the members would be visiting the Caribbean markets in the near future and would explore possibilities of further business for interested members of the Group.

Mr. George Fergusson is succeeded as chairman by Mr. T. E. Smy, export sales manager of Tayside Floorcoverings Ltd., Newburgh, Fife.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

Swiss order

In the face of strong competition British Winders Limited have recently secured an order for their latest model T2A multi-ply crepe tissue winder from the Swiss firm of Papierfabrik Balsthal. Mills in Scandinavia, Australia, New Zealand, South Africa and Russia use British Winders machines for winding the wide range of tissue used in household paper products.

Poultry firm's Japanese order

An order for White Link breeding stock in sufficient numbers to provide two million day-old commercial chicks in 1969 has just been received by Sterling Poultry Products Ltd.

Announcing this, Lord Edward Fitz-Roy, managing director, said this order was gained against competitive strains after exhaustive testing in Japan. Deliveries will begin immediately and continue throughout the summer.

£112,000 South American order

Davy and United Instruments Limited, Sheffield, (a member of the Davy-Ashmore Group) have announced record export orders over the last six months. Two of these orders were for South America amounting to £112,000 for the Davy-United system of 'Gaugemeter' control equipment, for which the company received The Queen's Award to Industry for Technological Achievement in 1967.

Side-loaders for Australia

A £200,000 order for six Lancer 2500 series side-loaders has been placed with the Lancer Boss Group of Leighton Buzzard, Beds., by Associated Container Transportation Ltd., on behalf of Trans Ocean Containers (Pty) Ltd. of Sydney, New South Wales. The one-man operated side-loaders will be used for lifting, transporting and stacking 20-ft., 20-ton ISO containers at terminals in Freemantle, Sydney, Melbourne and Adelaide.

United Kingdom equipment for Lagos

P.S.C. Equipment Ltd., of Iver, Bucks, are to supply £125,000 worth of their equipment for the four mile elevated section of the new four lane Appapa to Ijora Causeway. This forms part of the new World Bank development for Nigeria, to improve road conditions around the capital city.

80,000th export vehicle delivered

Mr. Kenneth Burr, a welder employed by Pressed Steel Fisher, Cowley, Oxford, is the first employee to win a free trip abroad in a nationwide ballot among workers from PSF, BMC and Jaguar. Every 10,000th export vehicle is delivered personally, and Mr. Burr will be handing over a Jaguar saloon to a dealer in Switzerland.

Mr. Burr is the first PSF employee to have his name drawn out of the central computer, which includes the clock numbers of all the company's employees at all their plants at Birmingham, Swindon, Coventry, Llanelly and Rearsby, Leicester as well as Cowley. Members of all these plants continue to go into the draw, which continues until the end of the year. He will deliver the 80,000th export vehicle produced since the campaign was started in January.

Marking machines for USSR

Funditor Limited announce that they have completed arrangements to supply a number of their fully pneumatic Mark-Matic marking machines to the USSR. The contract was placed by V/O Avtoproimport and the machines will be used in the factory now being built in the USSR for increased production of motor cars. Funditor Limited is a member of the Lamson Industries Group.

Second Norwegian order

With one order already received from Norwegian owners during the last week, the Swan Hunter Group announce a second £500,000 order for a 2,500 dwt motor tanker for Helge R. Myher & Partners of Stavanger. This will be built at Clelands, the Tyneside member of the Swan Hunter Group Small Ship Division. Comprising Clelands, Grangemouth Dockyard Co. and Goole, the Small Ship Division was formed under the chairmanship of Mr. K. F. Craggs in November 1967. This will be the new Division's first export order.

Fertilizer equipment ordered

Export orders totalling £15.000 have been announced by Ashworth Ross & Co. Ltd., weighing equipment manufacturers of Dewsbury, Yorkshire. All of the orders are for belt weighers. Nine belt weighers are being supplied to companies in South Africa and two are being supplied to Cuba for use in a new fertilizer plant to be built by Simon Carves. The Fertilizer Company of India Ltd., and the Groote Eyland Mining Co., of Australia have also ordered one each of these machines.

These successes follow an extensive and continuing campaign by Ashworth Ross to increase exports of their products.

Tube assemblies for Finland

The Teesside Division of A.P.V.-Paramount have recently completed 248 tube assemblies worth about £150,000 for an 825 tons per day ammonia plant in Oulo, Finland. The plant designed by Humphreys and Glasgow Limited of London will be operated by the Typpi Oy Organization in Finland. In spite of a very tight delivery schedule the assemblies were delivered ahead of time.

Australasian orders

A three-year contract worth about £200.000 has been placed with South Wales Switchgear Limited through their New Zealand agent, B.R. Homershom Limited covering the supply of components to the Christchurch Electricity Board for assembly in New Zealand. The contract follows an earlier one on similar lines.

The company's factory at Blackwood, Monmouthshire, is also to manufacture two 33kV 1,000 MVA switchboards valued at £70,000 for installation in Brisbane, Australia.

Gas turbines for Libya

The Ruston Engine Division of English Electric Diesels Limited have announced the sale of six Ruston TA 1500 industrial gas turbines to Occidental of Libya Inc. These heavy duty units will drive 1,000 kW alternators to supply power for the Zuetina coastal oil-sea terminal in Libya at one of Africa's largest pipelines running from the Idris oilfield to Zuetina.

There are now more than 180 Ruston turbines in the Middle East and North Africa and total field experience in these areas is over 3,000,000 running hours.

Mr. Ikuo Enomoto, president of Hashiba Grand Company, Tokyo, presenting a gift of a screen printed silk scroll calendar to Mr. E. G. S. Howarth, special product sales manager of Pinchin Johnson, the Courtaulds paints division. Mr. Enomoto, with two fellow countrymen – Mr. Kazuya Kanno, of Nihon Grand Company, and Mr. Hiroshi Naganuma, of Hakuto Company – were members of an overseas party that visited the Pinchin Johnson works at Kingston-upon-Thames during the Screen Printing Equipment and Point of Sale Exhibition at Olympia, London, earlier this month. The party saw the various stages in the manufacture of Pinchin Johnson's range of Cerric screen inks and also the chemical and paint application laboratories where new Cerric inks are developed.

Russia buys precision pumps

Slack & Parr Limited are supplying high precision extrusion metering pumps for use in a new acrylic fibre factory now being built in Russia. The company's metering pumps are widely used in the Russian man-made fibre industry and £250,000 worth of orders have been received in the past year.

The company exports 80 per cent of its production, half of these being indirect exports.

First West German order

The Merchant Trading Co. Ltd., of Southall, has received its first major order from West Germany for Metco-Donn suspended ceiling systems. Placed by building- board manufacturers Odenwald Faserplattenwerke GmbH of Frankfurt, the order is for 200.000 ft. of Metco-Donn DVL exposed fire rated grid.

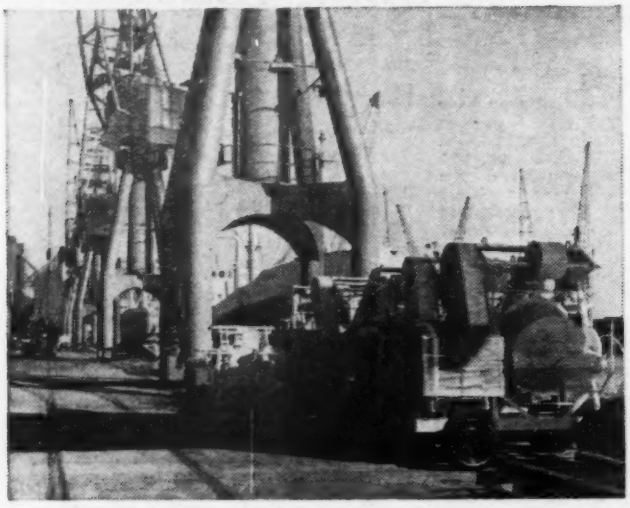
Carpet firm's overseas appeal

Canada, South Africa, the Canary Islands, Hong Kong, Sweden and Holland are among the many countries in which Sheerloom Carpets Limited's ranges of 'Pampa' tufted carpets are gaining increased recognition. Sheerloom's bedroom carpets, 'Green' and 'Pink Rosette', are selling in quantity especially in the European and Australian markets, while 'Carnaby', the carpet designed especially for the teenage market, has proved very popular in the Scandinavian countries.

£55,000 order

WCB Containers Ltd., Stalybridge, Cheshire, have received orders totalling £45,000 for containers from Korea, Taiwan, Rumania and Burma. They have also received an order from a textile machine manufacturer in Ireland for £10.000 worth of slivercans to be shipped with their machinery.

MACHINERY FOR BEIRUT



Cement machinery from Brentford Warwick Machinery, seen on the quayside in the Millwall Docks of the Port of London, waiting for shipment ot Beirut.

OVERSEAS DISTRIBUTORS CONFERENCE

Formica International, Limited, London, recently held a successful conference for executives from eight of their main Swedish and Norwegian distributors on board the m.v. 'Spero' as she sailed from Gothenburg to Hull. The picture shows the group prior to their departure, outside Mr. Per-Ebbe Hansson's house in Malmo. Mr. Hansson, who is the Formica International regional manager for Sweden and Norway, is seen with his wife, and Mr. W. Provost (third from left), export manager for Formica International.

Camus buildings for Russia

Technopromimport, the Soviet industrial imports authority, has put into production a Camus industrialized building factory at Tashkent, the capital of Uzbekistan, with a planned output of 6,000 dwellings a year. The Camus system was chosen after examination of some of the 30,000 Camus buildings all of which survived intact, the force 7.5 earthquake that ravaged Tashkent in 1966.

The new nine storey buildings are designed to withstand shocks up to force 9.

Record exports

Ross Poultry Division reports a record month for export business in March. Worldwide orders negotiated with countries in Europe, Africa and the Far East totalled £44,225 – the highest figure for a single month since Ross Group entered the poultry field in 1961. The orders came from Austria, Belgium, Ceylon, Cyprus, Formosa, Greece, Holland, Italy, Japan, Malta, Kenya, Lebanon, Spain and Sierra Leone, with despatches abroad on all but two working days.

Sales total three million dollars

The Cambridge Instrument Company have clinched orders from the United States worth 1½ million dollars with more orders to follow in the next three months to make a total of 3 million dollars for their Stereoscan scanning electron microscope. Last year the company won a Queen's Award (technological innovation) for the Stereoscan.

'We have played devaluation for all it's worth,' said Mr. E. E. Webster, managing director. 'We reduced the price to the customer and gave fatter incentives to our distributors. In Germany we have doubled our 1967 sales and we are opening up other markets in a big way.'

£4 million Algerian contract

Sonatrach, the Algerian national oil undertaking, has awarded CJB (Projects) Ltd. a contract for the design, engineering, procurement and supervision of erection of additional facilities to the crude oil pipeline originally built and now being operated by CJB, which runs from Haoud el Hamra to Arzew on the Mediterranean coast. The total overall value of the completed installation will be in the region of £4 million.

Aim for £400,000 exports

The export of remanufactured Caterpillar earthmoving equipment is one of the most rapidly developing aspects of the business of Bowmaker (Plant) Limited, Caterpillar and Towmotor dealers of Cannock, Staffs. In 1961, the company, which covers territory for Caterpillar in the Midlands, Wales and South-west England, sold machines worth £30,000 overseas. By 1966, sales had grown to £350,000 and now, after an exceptionally busy start to the year, the company hopes to push export sales to around £400,000 by the end of 1968. One of the most recent deals is a £40,000 contract to supply remanufactured Caterpillar plant to Richard Costain for use on the £10 million new harbour that is being built at Dubai on the Persian Gulf. The cheapest machine the company exports is worth about £7,000 and many of the rebuilt giants sell for £50,000 plus.

Venezuelan order

Viscount Traprain, chairman of Oag Porteous Limited of Dumbarton, Scotland, flew to London recently from Glasgow to clinch a deal at the Savoy with Mr. Walter Weitzmann, chairman of the Weitzmann Trading Company of Caracas, Venezuela.

Under the deal Viscount Traprain's firm will supply 500 cases each month of "Scotch Rock" water in sachets, to add to Scotch whisky sold in Venezuela. The annual value of the order is £12,000 but both Viscount Traprain and Mr. Weitzmann hope to increase this figure to £50,000.

Polish order

An order from Polimex, Warsaw, for a mixer worth over £4,000 has been awarded to the Morton Machine Co. Ltd., Wishaw. The machine, a Lödige-Morton, will be used in the preparation of animal feeding stuffs.

Sea rescue equipment for Greece

Sixteen life-saving stations around the mainland coast of Greece are to be provided with British rocket-fired line-throwing equipment worth £4,000. It has been sold to the Greek Ministry of Merchant Marine by pyrotechnics specialists Schermuly, of Dorking, and is similar to that used in the United Kingdom and in many other countries for bringing ashore crews of stranded ships.

Major British exporter

ICI Dyestuffs Division exports more than 85 per cent of its range of Procion' fibre-reactive dyes – discovered in the Division's laboratories at Blackley, Manchester, and first marketed in 1956.

This was stated on April 2 by Mr. Melvin Hopley, one of Dyestuffs Division's export directors, following the conference, 'Exports '68', held in the Hotel Piccadilly, Manchester. 'Procion' dyes have made a very important contribution to sales in overseas markets, said Mr. Hopley. Plans to build a new £5 million plant for their manufacture at Grangemouth in Scotland and to help cope with the increase in export demand were announced recently.

First hovercraft sale to Canada

The British Hovercraft Corporation announces the delivery of a Warden (SR.N5) Class hovercraft to the Department of Transport of the Federal Government of Canada. This is the first British hovercraft sale to Canada and is regarded by BHC as a most important development in view of the great potential of Hovercraft in this part of the world.

SPEED YOUR EXPORTS THIS WAY
Big opportunity for today's exporters
Many industries use pallets as a mean
clearing production lines so that the go
can be taken and put into storage. If
same pallet units can be taken from st
and delivered to customers overs
without the necessity for repacking
putting into further crates or containe
the savings are obvious.
Send your exports packi
AFECONTAINER w
IT'S FASTER BY
SPEEDFREIGH
WE BRING THE CONTINENT NEARER
MODFREIGHT
cuts your distributive c
Join the container revolution
FASTEST FREIGHTWAY INTO EUROPE

YOU CAN READ THE CLAIMS OR YOU CAN TALK TO US!

(we're not biased about freight)

C and R are Europe's biggest unit load operator. With the largest range and variety of equipment. Located at key points in the U.K. and networked throughout Europe. Able to transport products of any shape or size or complexity door to door from anywhere in Britain to anywhere overseas. In containers, in flats, in trailers and in safety. With all the benefits of our all-inclusive door-to-door rate structure . . . You'll see the advantage of C and R size, facilities and experience on both sides of the Channel and the Irish sea.
Remember, the most important thing is to do what's right to get your product where it's wanted, how it's wanted. We'll even tell you to send it by rail or air if we think it's what you should be doing. Get on the phone right now to the C and R office in your area and put us to the test.

Containerway

INTERNATIONAL FREIGHTING IS OUR BUSINESS

Containerway and Roadferry Limited
Head Office : Tower Bridge House, Tower Bridge Road, London SE1. HOP 4533
Branches at Ardrossan, Belfast, Birmingham, Bristol, Felixstowe, Glasgow, Hull, Immingham, Larne, Leeds, Leicester, London, Manchester, Newport (Mon), Preston, Tilbury. Networked in Northern and Southern Ireland, Austria, Belgium, Denmark, Finland, France, Germany, Holland, Italy, Norway, Sweden, Switzerland.

The Board of Trade

1 Victoria Street, London, S.W.1 (Telephone: 01-222 7877; T.A.: 'Advantage, London SW1'.) (Telex No. 25955. Answer Back BOTHQ LONDON)

Secretariat – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Accidents Investigation Branch – Shell Mex House, Strand, London, W.C.2. (01-836 1207; Telex 22119.) T.A.: Civilair, London W.C.2.)

Accountants Division – Hillgate House, 35 Old Bailey, London, E.C.4. (01-248 5757; Telex 886143.)

Accountancy Services (Civil Aviation) Division – The Adelphi, John Adam Street, London, W.C.2. (01-836 1207; Telex 22110; T.A.: Civilair, London WC2.')

Aeronautical Information Service – Tolcarne Drive, Pinner, Middlesex. (01-866 8781. Telex 22807. Answer back EGGN Pinner, T.A. Notoff), Aeronautical Fixed Services call sign EGGNYO.

Air Transport Licensing Board – Gaywood House, Gt. Peter Street, London, S.W.1. (01-222 7231.)

Bankruptcy Department:
Headquarters: Hillgate House, 35 Old Bailey, London, E.C.4. (01-248 5757; Telex 886143.)
Official Receiver (High Court): Victory House, Kingsway, London, W.C.2. (01-405 7641; T.A.: 'Official Receiver, London'.)

Board of Trade Advisory Committee – 2 Bunhill Row, London, E.C.1. (01-606 4071; Telex 886143.)

'Board of Trade Journal' – 1 Victoria Street, London, S.W.1. (01-222 7877, Ext. 2654; Telex 25955.)

British Weeks and Store Promotions Directorate – Kingsgate House, Victoria Street, London, S.W.1. (01-222 7877; T.A. 'Advantage, London SW1'; Telex 25955.)

Census Office – Lime Grove, Eastcote, Ruislip, Middlesex. (01-866 8771/0.)

Civil Aviation Divisions 1, 2 and 4 – Shell Mex House, Strand, London, W.C.2. (01-836 1207; Telex 22119; T.A.: 'Civilair, London WC2'.)
Division 3 – The Adelphi, John Adam Street, London, W.C.2. (01-836 1207; Telex 22110; T.A.: 'Civilair, London WC2'.)

Commercial Relations and Exports Divisions 1-5 – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955; T.A.: 'Advantage, London SW1'.)

Companies Inspection and Liquidation Branch – Hillgate House, 35 Old Bailey, London, E.C.4. (01-248 5757; Telex 886143.)

Companies Registration Office – Companies House, 55/71 City Road, London, E.C.1. (01-253 9393.)

Companies (Winding-up) Department – Inveresk House, 346 Strand, London, W.C.2. (01-836 7733.)

Controllerate of National Air Traffic Control Services – The Adelphi, John Adam Street, London, W.C.2. (01-836 1207; Telex 22110; T.A.: 'Civilair, London WC2'.)

Distribution of Industry Division – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Economic (General) Divisions 1 and 2 – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Economic Services Division – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Enemy Property Branch – 2 Bunhill Row, London, E.C.1. (01-606 4071.)

Establishment Division – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Export Licensing Branch – Hillgate House, 35 Old Bailey, London, E.C.4. (01-248 5757; Telex 886143.)

Export Policy and Promotion Division – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955; T.A.: 'Advantage, London SW1'.)

Export Services Branch – Hillgate House, 35 Old Bailey, London, E.C.4. (01-248 5757; Telex: 886143; T.A.: 'Exserbra, London, EC4'.)

Export Services Bulletin Section – Room H.28, Hillgate House, 35 Old Bailey, London, E.C.4. (01-248 5757 Ext. 433; Telex 886143; T.A.: 'Exserbra, London, EC4'.)

Films Branch – Broadway Buildings, 54 Broadway, London, S.W.1. (01-222 7877; Telex 25955.)

Finance Division – Norman Shaw North Building, Victoria Embankment, London, S.W.1. (01-930 4349; Telex: 25955.)

Import Licensing Branch – Broadway Buildings, 54 Broadway, London, S.W.1. (01-222 7877; Telex 25955; T.A.: 'Explic, London, SW1'.)

Industries Divisions 1 and 2 – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Information Division – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Insurance and Companies Department – Sanctuary Buildings, 20 Great Smith Street, London, S.W.1. (01-222 7877; Telex 25955.)

Investment Grants Division – Sanctuary Buildings, 20 Great Smith Street, London, S.W.1. (01-222 7877; Telex 25955.)

Jute Control – Kandahar House, 71 Meadowside, Dundee. (Telephone: 0642 24953.)

Marine Division – Surrey House, 20 Lavington Street, London, S.E.1. (01-928 7999; Telex 25955; T.A.: 'Advantage, London SW1'); Marine Navigational Aids: 2 Bunhill Row, London, E.C.1. (01-606 4071; Telex 886143; T.A.: 'Advantage, London SW1'.)

Trade Fairs Branch – Broadway Buildings, 54 Broadway, London, S.W.1. (01-222 7877; Telex 25955.)

Parliamentary Branch – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Patent Office and Industrial Property and Copyright Department – 25 Southampton Buildings, Chancery Lane, London, W.C.2. (01-405 8721; T.A.: 'Patoff, London, W.C.2'.) 51 Regent House, Cannon Street, Manchester, 4. (061 BLA 3759.)

Registry of Business Names – Companies House, 55/71 City Road, London, E.C.1. (01-253 9393.)

Shipping Policy Division – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Solicitors Department – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Standard Weights and Measures Department – 26 Chapter Street, London, S.W.1. (01-834 7032.)

Statistics Division – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Tariff Division – Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1. (01-222 7877; Telex 25955.)

Tariff Division – Duty Remission Branch, Sanctuary Buildings, 20 Great Smith Street, London, S.W.1. (01-222 7877; Telex 25955.)

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN ECONOMIC COMMUNITY

Common organization of the market for cattlemeat

THE *Board of Trade Journal* dated May 10, 1968 (page 1471), May 17, 1968 (page 1542) and May 24, 1968 (page 1613) contained an announcement about the common organization of the market for cattlemeat.

The text of the following Decision which also affects trade in this sector has been published in the *Journal Officiel des Communautés Européennes*.

Decision 68/223/CEE fixes as from May 13, 1968, the price used to calculate the levies for third countries for imports of products in the cattlemeat sector (*Journal Officiel* No. L115 dated May 18, 1968).

The Decisions fixing the above-mentioned levies are published weekly in the *Journal Officiel* and in future details of these Decisions will not be published in the *Board of Trade Journal*. These weekly rates and the French text of the above Decision can be obtained on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Common organization of the market for ovalbumin and lactoalbumin

SINCE JULY 1, 1968, there has existed within the European Economic Community a common market organization of the market for ovalbumin and loctoalbumin. Details of the relevant Regulations and Decisions which are of interest to the United Kingdom have been published in the *Board of Trade Journal* as they have become available.

The *Journal Officiel des Communautés Européennes* No. L115 dated May 18, 1968, contains the text of the following Regulation.

Regulation (CEE) No. 612/68 fixes the supplementary levy to be applied to imports of ovalbumin and lactoalbumin.

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of this Regulation will be published by HMSO.

Common organization of the market for sugar as from July 1, 1968

THE *Journal Officiel des Communautés Européennes* No. C47 dated May 15, 1968, contains the text of a proposed Regulation, which the Commission of the EEC have submitted to the Council for approval, which modifies among other Regulations, Regulation No. 1009/67/CEE which sets up the common organization of the market for sugar as from July 1, 1968. If this proposed Regulation is adopted in its present form, paragraphs 2, 3 and 4 of Article 19 of Regulation No. 1009/67/CEE, which concern inward processing, will be replaced.

It should be noted that the text of this proposed Regulation when finally approved, may differ from the draft text referred to above.

The French text of the above proposed Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Common organization of the market for oils and fats

THE TEXTS of the following Regulations which affect trade in the oils and fats sector in the EEC have appeared in the *Journal Officiel des Communautés Européennes*.

Regulation (CEE) No. 589/68 relates to selling methods for olive oil stocked by the intervention organizations (*Journal Officiel* No. L112 dated May 15, 1968).

Regulation (CEE) No. 603/68 relates to the temporary derogation to Regulation No. 901/67/CEE (see *Board of Trade Journal* dated December 8, 1967, page 1503), which concerns the system of prefixing the refund for certain exports of oil seeds (*Journal Officiel* No. L114 dated May 17, 1968).

The *Journal Officiel* No. C47 dated May 15, 1968, contains the text of a proposed Regulation which the Commission of the EEC have submitted to the Council for approval which modifies among other Regulations, Regulation No. 136/66/CEE, which sets up the common organization of the market for oils and fats. If this proposed Regulation is adopted in its present form Article 3 paragraph 5 of Regulation 136/66/CEE, concerning the inward processing system, will be amended as from the entry into force of the community arrangements relative to inward processing. It should be noted that the text of this proposed Regulation when finally approved may differ from the draft text referred to above.

Further details and the French text of the above Regulations and proposed Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248, 5757, Ext. 423). In due course unofficial translations of these Regulations will be published by HMSO.

(EEC, *continued on next page*)

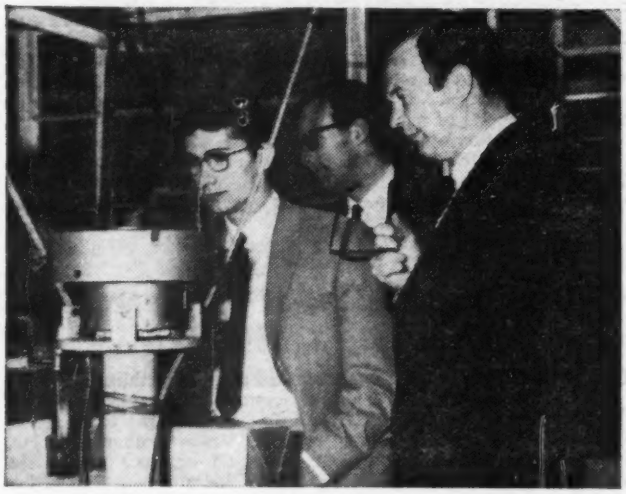
EEC, *continued*

Common organization of the market for rice

THE *Journal Official des Communautés Européennes* No. C47 dated May 15, 1968, contains the text of a proposed Regulation, which the Commission of the EEC have submitted to the Council for approval, which modifies, among other Regulations, Regulation No. 359/67/CEE. If this proposed Regulation is adopted in its present form, paragraphs 2, 3 and 4 of Article 18 of Regulation No. 359/67/CEE, which concerns inward processing, will be replaced.

It should be noted that the text of this proposed Regulation when finally approved, may differ from the draft text referred to above.

The French text of the above proposed Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).



Seen at the Leatherhead, Surrey, factory of Ronson Products Ltd. are some of the company's Dutch sales and service agents on a recent visit. From left to right are: Mr. H. Smit, of Roodeschool; Mr. H. C. Kars, of William Rikkers NV Amsterdam; and Mr. J. V. Slingerland, of Rotterdam.

Common organization of the market for sugar

THE *Journal Officiel des Communautés Européennes* contains the text of the following Decisions which affect trade in the sugar sector in the EEC.

Decision 68/217/CEE fixes the maximum amounts of refund as from May 1, 1968, for white sugar exported to third countries in the form of goods not coming under Annex II to the Treaty of Rome (*Journal Officiel* No. L112 dated May 15, 1968).

Decision 68/220/CEE fixes the maximum amount of refund for the period May 4, 1968 to May 17, 1968, for the export of sugar to third countries (*Journal Officiel* No. L113, dated May 16, 1968).

The French text of the above Decisions may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Common organization of the market for poultry and poultry meat

THE TEXT of the following Regulations which affect trade in the poultry and poultry meat sector in the EEC have appeared in the *Journal Officiel des Communautés Européennes*.

Regulation (CEE) No. 610/68 fixes the supplementary levies for imports of slaughtered poultry (*Journal Officiel* No. L115 dated May 18, 1968).

Regulation (CEE) No. 611/68 fixes the supplementary levies for imports of products in the poultry meat sector (*Journal Officiel* No. L115 dated May 18, 1968).

The *Journal Officiel* No. C47 dated May 15, 1968, contains the text of a proposed Regulation which the Commission of the EEC have submitted to the Council for approval which modifies, among other Regulations, Regulation No. 123/67/CEE, which sets up the common organization of the market for poultry and poultry meat.

trading with BRITAIN? or trading with FRANCE?

No matter which side of the Channel you wish to do business or whether your Company is French or British, our specialized knowledge and services are at your disposal.
In France the Managers of any of the Offices of our Parent Group—Banque Nationale de Paris—will be pleased to deal with your enquiries; whilst in Britain we provide a service which is unrivalled in its knowledge and experience of the requirements of two-way trade.

BRITISH & FRENCH BANK LIMITED

Subsidiary of **BANQUE NATIONALE DE PARIS**

8/13 King William Street, London, E.C.4. Telephone: 01-626 5678 and 5231

If the proposed Regulation is adopted in its present form, paragraphs 2, 3, and 4 of Article 10 of Regulation No. 123/67/CEE, which concern inward processing, will be amended.

It should be noted that the text of this proposed Regulation when finally approved may differ from the draft text referred to above.

The French text of the above Regulations and proposed Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of the Regulations will be published by HMSO.

Common organization of the market for milk and milk products

THE *Board of Trade Journal* dated May 17, 1968 (page 1542) and May 24, 1968 (page 1614) contained an announcement about the common organization of the market for milk and milk products.

The text of the following Decisions which also affect trade in this sector have been published in the *Journal Officiel des Communautés Européennes*.

Decision 68/216/CEE fixes the maximum amounts of refunds for certain milk products exported to third countries in the form of goods not coming under Annex II to the Treaty of Rome (*Journal Officiel* No. L112 dated May 15, 1968).

Decision 68/218/CEE fixes for the period May 1, 1968 to May 31, 1968, the first element of the variable element of the levy applicable to compound feedstuffs with a milk product base (*Journal Officiel* No. L112 dated May 15, 1968).

Decision 68/219/CEE fixes as from May 1, 1968, the amount of refund to be granted for the quantity of cereals contained in compound feedstuffs with a milk product base and exported to third countries (*Journal Officiel* No. L113, dated May 16, 1968).

Decision 68/222/CEE authorizes Germany to augment, during the milk marketing year 1967/1968, the amount of aid for powdered milk intended for use in animal feedstuffs (*Journal Official* No. L115 dated May 18, 1968).

Decision 68/224/CEE fixes as from May 15, 1968, the free at frontier price for third country trade in the milk and milk products sector (*Journal Officiel* No. L115 dated May 18, 1968).

The French text of these Decisions may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Trade in processed products with a fruit and vegetable base

THE TEXT of the following Regulation which affects trade in processed products with a fruit and vegetable base in the EEC has appeared in the *Journal Officiel des Communautés Européennes* No. L112 dated May 15, 1968.

Regulation (CEE) No. 590/68 fixes for each Member State the price difference of white sugar applicable for the calculation of levies and refunds for processed products with a fruit and vegetable base.

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of this Regulation will be published by HMSO.

WE PUBLISH ANNUALLY a 2 vol. book listing directories and 3,000 overseas newspapers and periodicals, £3.

EDP:
Export Directory of Portugal, latest edition: 1967/8. Price £4.

We can also handle your Overseas Advertising in 137 countries through our 80 agents. Write for details.

PUBLISHING & DISTRIBUTING CO. LTD.,
177 REGENT STREET, W.1
Tel.: REGent 6534/5

Taxation in the EEC

THE *Journal Officiel des Communautés Européennes* No. C48 dated May 16, 1968, contains the text of a third proposed Directive which the Commission of the EEC have submitted to the Council for approval concerning the harmonization of Member States legislation relating to turnover taxes and the common method of application for added value tax to transactions concerning agricultural products. It should be noted that the text of this proposed Directive when finally approved may differ from the draft text referred to above.

A further Directive concerning taxation in the EEC has been published in the *Journal Officiel* No. L115 dated May 18, 1968. This **Directive 68/221/CEE** sets up the common method for the calculation of the average rates referred to in Article 97 of the Treaty of Rome. This Article permits any Member State, which levies a turnover tax calculated on a cumulative cascade tax system to establish for internal taxation imposed by them on imported products or of drawback allowed by them on exported products, average rates for specific products or groups of products.

The French text of the above Directive, and proposed Directive, may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

(EEC, *continued on next page*)

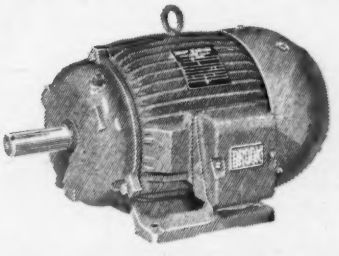
OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Exporting Machines To Europe?

FIT
BROOK 'METRIC'
ELECTRIC MOTORS

1968
THE QUEEN'S AWARD TO INDUSTRY



BROOK ELECTRIC MOTORS

BROOK MOTORS LTD · HUDDERSFIELD
68/1

Managements with an eye to next year's figures are reading this month's DESIGN magazine

DESIGN, the only magazine to give independent and authoritative comment over the whole field of industrial and environmental design.

Could DESIGN help your figures too? Next month's issue, June, is devoted to design for export. Special features include: An appraisal of three export best sellers... An examination of design needs in international markets...Analyses of the packaging, graphics and transport requirements of British exporters.

☐ Please send me a specimen copy of DESIGN

☐ Accept my order for a subscription to DESIGN magazine commencing issue _____ and invoice at 66s for 12 issues (overseas 82s)

name _____

firm _____

address _____

The Circulation Manager DESIGN Magazine Council of Industrial Design 28 Haymarket SW1

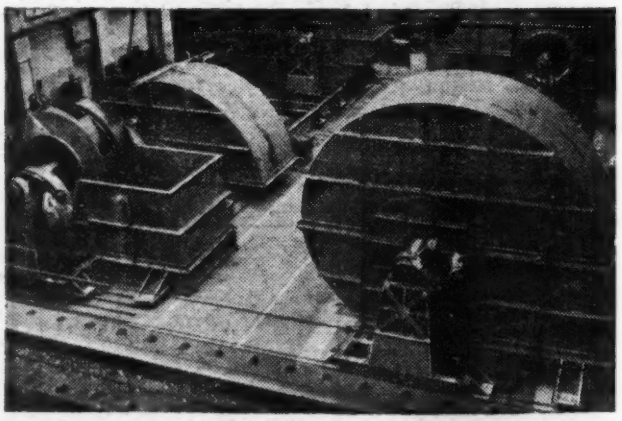
Further translations of EEC and EURATOM regulations

THE FOLLOWING further translations of EEC and EURATOM Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

Details of translations of the Regulations fixing the levies applicable to cereals and wheat or rye flour, groats and meal, the premiums to be added to levies on cereals and malt, and the corrective amount applicable to the refund on cereals, all of which are issued daily by the EEC, will no longer be published in the *Board of Trade Journal*. Readers are, however, reminded that details of the current rates for these levies, premiums and corrective amounts may be obtained on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Regulation	Description	Price
533/67	Supplementing Commission Regulation No. 428/67 with regard to certain measures relating to certificates in the rice sector	8d. (11d.)
631/67	Amending Regulation No. 14/64 with regard to the determination of the import price and the calculation of the levy for by-products from cattle-meat	8d. (11d.)
633/67	On fixing in advance the refund on the export of cereals	8d. (11d.)
647/67	Fixing the refunds applicable on exports of olive oil	10d. (1s. 1d.)
791/67	On the standard amount for olive oil which has not undergone any process of refining, obtained entirely in Greece and transported direct from that country into the Community	8d. (11d.)
825/67	Fixing refunds for cereals and certain categories of wheat or rye flour, groats and meal	10d. (1s. 1d.)
826/67	Fixing the levies applicable to rice and brokens	8d. (11d.)
842/67	Amending the wording of Regulation No. 469/67 as regards offers for a product in bags, taken for determination of c.i.f. prices for rice and brokens	8d. (11d.)
848/67	Further continuing and amending Regulation No. 116/65 concerning the term of validity of the amount of the refund applicable in particular cases to exports to third countries of certain preserved dairy products	8d. (11d.)
917/67	On a third extension of Regulation No. 281/67 fixing the maximum amounts of the refund on production in respect of sugar for use in the chemical industry	8d. (11d.)
918/67	On special measures relating to the sale of butter in private storage at a lower price	10d. (1s. 1d.)
1009/67	On the common organisation of the market in sugar	2s. (2s. 3d.)
10/67/EURATOM	Amending the conditions applicable to remuneration and social security of Members of the staff of the Joint Nuclear Research Centre employed in the Netherlands	8d. (11d.)
87/68	Fixing the sluice-gate prices and levies in respect of pigmeat	1s. (1s. 3d.)
108/68	Fixing sluice-gate prices and levies for poultry meat	1s. (1s. 3d.)

EQUIPMENT FOR ASBESTOS FACTORY



Four of 40 KB double inlet blowers, each capable of delivering 184,000 cubic feet of air per minute against 20.75 inches swg pressure, under construction at the Keith Blackman works in Arbroath. Worth £250,000, they have been ordered by the Soviet Union's trade organization Machinoimport for the air conditioning of an asbestos factory at Asbest, near Sverdlovsk, where, it is claimed, the world's largest asbestos deposits are situated.

Common organization of the market for cereals

THE TEXT of the following Regulations which affect trade in the cereals sector in the EEC has appeared in the *Journal Officiel des Communautés Européennes*.

Regulation (CEE) No. 584/68 fixes the threshold price for certain categories of flour groats and meal for the marketing year 1968/1969 (*Journal Officiel* No. L111 dated May 14, 1968).

Regulation (CEE) No. 602/68 relates to conditions for granting compensatory allowances for soft wheat and rye for bread in stock at the end of the 1967/1968 marketing year (*Journal Officiel* No. L114 dated May 17, 1968).

The *Journal Officiel* No. C47 dated May 15, 1968, contains the text of a proposed Regulation which the Commission of the EEC have submitted to the Council for approval which modifies, among other Regulations, Regulation No. 120/67/CEE, which sets up the common organization of the market for cereals. If this proposed Regulation is adopted in its present form the list of products enumerated in Article 1 of Regulation No. 120/67/CEE will be replaced by the following list:

	Common Customs Tariff No.	Description of products
(a)	ex 10.01	Soft wheat and meslin.
	10.02	Rye.
	10.03	Barley.
	10.04	Oats.
	10.05	Maize.
	10.07	Buckwheat, millet, long millet (phalaris), sorghum and Indian sorghum grain; other cereals.
(b	ex. 10.01	Durum wheat.
(c)	11.01 A	Wheat flour.
	11.01 B	Meslin flour.
	11.01 C	Rye flour.
	11.02 A	Groats and wheat meal.
(d)		The products listed in Annex A to this Regulation.

Annex A of Regulation No. 120/67/CEE will be replaced by the following table:

Common Customs Tariff No.	Description of products
07.06 B	Manioc, arrowroot, salep and other similar roots and tubers with a high starch content, excluding sweet potatoes.
ex 11.01	Cereal flours:
D	Of barley.
E	Of oats.
F	Of maize.
H	Of buckwheat.
I J	Of millet.
K	Of long millet (phalaris).
L	Of sorghum and Indian sorghum grain.
M	Others.
ex 11.02	Cereal groats and cereal meal; other worked cereal grains (for example rolled, flaked, polished, pearled or kibbled, but not further prepared) except husked, glazed, polished or broken rice; germ of cereals, whole rolled, flaked or ground.
ex A	Cereal groats and cereal meal excluding groats and meal of wheat or of rice.
B	Grain from which the pericarp has been partially removed.
C	Pearled grain.
D	Grains merely kibbled or flattened.
ex E	Flaked grain, excluding flaked rice.
F	Germ of cereals, whole rolled, flaked or ground.
11.06	Flour and meal of sago and of manioc, arrowroot, salep and other roots and tubers falling within heading No. 07.06.
11.07	Malt, roasted or not.
ex 11.08 A	Starches:
	I. Maize starch.
	III. Wheat starch.
	IV. Potato starch.
	V. Others.
11.09	Gluten and gluten flour, roasted or not.
ex 17.02 B	Glucose and glucose syrup:
	II. Others.
17.05 B	Glucose and glucose syrup, with added aroma or colourant.
ex 23.02	Bran, sharps and other residues derived from the sifting, milling or working of cereals or vegetable grains.
A	Of cereals.
ex 23.07	Forage preparations, sweetened with sugar or molasses, and other preparations of a kind used in animal feeding (Adjuvants, etc.):
ex B	Others, containing singly or together and whether or not mixed with other products, starch and milk products (coming under tariff headings 04.01, 04.02, 04.03, 04.04, 17.02 A II, or lactose and lactose syrup coming under tariff heading 17.05), excluding preparations and foodstuffs containing 50 per cent. or over by weight of milk products coming under one or several of the above mentioned tariff headings.

Paragraphs 2, 3 and 4 of Article 17 of this Regulation, which concern inward processing, will also be amended.

It should be noted that the text of this proposed Regulation when finally approved may differ from the draft text referred to above.

The French text of these Regulations and draft Regulation may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations will be published by HMSO.

Common organization of the market for eggs

AS FROM July 1, 1967 there has existed within the European Economic Community a common organization of the market for eggs. Details of the relevant Regulations and Decisions which are of interest to the United Kingdom have been published in the *Board of Trade Journal* as they have appeared in the *Journal Officiel des Communautés Européennes*. These details will continue to be published in the *Board of Trade Journal* as they become available.

The *Journal Officiel des Communautés Européennes* contains the texts of the following Regulations.

Regulation (CEE) No. 608/68 fixes the supplementary amounts to be levied on imports of eggs in the shell (*Journal Officiel* No. L115 dated May 18, 1968).

Regulation (CEE) No. 609/68 fixes the supplementary amount to be levied on imports of egg products.

The *Journal Officiel* No. C47 dated May 15, 1968 contains the text of a proposed regulation which the Commission of the EEC have submitted to the Council for approval, which modifies, among other Regulations, Regulation 122/67/CEE which sets up the common organization of the market for eggs. If this proposed regulation is adopted in its present form the following alterations will be made to Regulation 122/67/CEE:

(a) The list of products enumerated in Article 1 paragraph 1 will be replaced by the following list.

Common Customs Tariff No.	Description of goods
(a) 04.05 A I	Farmyard poultry eggs in the shell, fresh or preserved.
(b) 04.05 B I	Eggs, not in the shell, and egg yolks suitable for use as food, fresh, preserved dried or containing added sugar.

(b) Paragraphs 2, 3 and 4 of Article 10 which concerns inward processing is also to be amended.

It should be noted that the text of this proposed regulation when finally approved may differ from the draft text referred to above.

The French text of the above Regulations and proposed regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of the Regulations will be published by HMSO.

Common organization of the market for pigmeat

THE *Journal Officiel des Communautés Européennes* No. C47 dated May 15, 1968, contains the text of a proposed Regulation which the Commission of the EEC have submitted to the Council for approval, which modifies, among other Regulations, Regulation 121/67/CEE, which sets up the common organization of the market for pigmeat. If this proposed Regulation is adopted in its present form the following changes will be made to Regulation 121/67/CEE:

(a) The list of products enumerated in Article 1, paragraph 1, under (c) will be replaced by the following list.

Common Customs Tariff No.	Description of goods
16.01	Sausages and the like of meat, meat offal or animal blood.
16.02 A II	Other prepared and preserved meat or meat offal containing liver other than goose or duck liver.
ex 16.02 B III	Other prepared and preserved meat or meat offal, not specified containing meat or offal of domestic swine.

(b) Paragraphs 2, 3 and 4 of Article 16, which concerns inward processing are also replaced.

It should be noted that the text of this proposed Regulation

(Continued on next page)

EEC, *continued*

when finally approved may differ from the draft text referred to above.

The French text of the above proposed Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext 423).

FRANCE

Modifications to French customs tariff

THE FRENCH *Journal Officiel* of April 27, published the following amendments to the French customs tariff:

Tariff No.	Description	Tariff rate per cent
29.04 C II	Mannitol and sorbitol:	
	a. Mannitol	12% (1)
	b. Sorbitol:	
	1. in aqueous solution:	
	aa. containing 2% or less of mannitol according to its sorbitol content	12% (1)
	bb. other.	9% (1)
	2. Other:	
	aa. containing 2% or less of mannitol according to its sorbitol content	12% (1)
	bb. other.	9% (1)

(1) This duty is combined with an additional variable levy fixed by the European Economic Community Council as laid down in EEC Regulation No. 160/66 of October 27, 1966, the rates of which will be published in notices to importers.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

IRISH REPUBLIC

Tariff classification of certain toys

THE REVENUE COMMISSIONERS of the Irish Republic have announced that the following types of toys will be regarded as 'working models of a kind used for recreational purposes':

> Toy motor vehicles, trains, boats and aircraft powered for propulsion by electricity (mains or battery), internal combustion or steam engine or clockwork, involving the winding of a spring by a key (i.e. *not* friction-driven). These articles may be assembled or in 'construction kits'.

Accordingly, such articles and accessories suitable for use solely or principally with such articles will henceforward be classified in Tariff Heading 97.03(F)(2), at which heading goods enter duty-free from all sources.

Inquiries relating to this notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

PORTUGAL

Drawback of import duty on green olives

THE PORTUGUESE *Diario do Governo*, First Series, No. 94 of April 19, 1968, published Order No. 23319 authorizing the import under the drawback system of green, whole, pickled olives, intended for the manufacture of stuffed olives for export.

The actual amount of duty refundable and other conditions shall in each case be regulated by a Ministerial decision.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 and 462).

NORWAY

New patents legislation

THE PATENTS ACT, 1967, which repeals and replaces the old Patent Legislation, came into force in Norway on January 1, 1968. An English translation of the Act is available for consultation in the Foreign Patents Section of the National Reference Library of Science and Invention (Holborn Division), 'Chancery House, Southampton Buildings, Chancery Lane, London, W.C.2.

ISRAEL

New regulations and liberalization of imports

THE ISRAELI Official *Gazette* has published new regulations concerning the marking of stockings and the use of preservatives in foodstuffs.

The following five items have been added to the list of goods for which Israeli import licences are issued without restriction. The goods were liberalized with effect as from April 7, 1968.

Tariff No.	Description of Goods	Import Duty	Purchase Tax
27.10-6000	Greases, lubricating preparations including greases in form of paste	75%	Exempt
34.03-9910			
43.02	Furskins of the kind used for lining:		
-2000	Unassembled of bovine cattle and equine animals, sheep and lambs, goats and kids falling within item 41.01 (in raw state)	10%+ IL. 5 per kilo	15%
-3000	Unassembled of genus lepus	10%+ IL 3 per kilo	
84.10	Centrifugal pumps for washing machines:		
-4043	Equipped with an electric motor and made of metal, provided that the weight of each (including motor) does not exceed 2·5 kg.	55%	Exempt
90.26-2100	Water supply meters:		
-2110	Totalling devices	50%	0-7·5%
-2190	Others:		
-2191	Of a diameter up to 2 inches	50%	
-2192	Of a diameter exceeding 2 inches but smaller than 12 inches	25 %	
-2199	Other	Exempt	
98.15	Vacuum flasks and other vaccum vessels, complete with cases, parts thereof other than glass inners:		
-1000	Vacuum flasks and vacuum vessels	50% but not less than IL. 3·00 a unit	35%
-2000	Parts:		
-2010	Outer container	50% but not less than IL. 1·00 a unit	
-2090	Other	50%	

All inquiries about this notice should be addressed to Export Services Branch, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420).

New patents legislation

THE PATENT LAW, 1967 which repeals and replaces the old law relating to patents came into force in Israel on April 1, 1968. An English translation of the Law is available for consultation in the Foreign Patents Section of the National Reference Library of Science and Invention (Holborn Division), Chancery House, Southampton Buildings, Chancery Lane, London, W.C.2.

LIBYA

Travelling salesmen and the temporary import of trade samples

THE BRITISH EMBASSY in Tripoli have recently been informed by the Ministry of Foreign Affairs that the Libyan authorities will permit only official agents, who possess supporting documents from parent companies, to bring trade samples into the country.

Middlemen, however, who do not possess official documents of authorization, will not be included in this regulation.

All inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2357), quoting reference number CRE 21387/G.

Import of goods into Jordan other than via Port of Akaba

THE FOLLOWING ORDER was issued by the Jordan Prime Minister and circulated by the Central Bank of Jordan to all banks on April 30, 1968. It is expected to be published in the *Official Gazette* at the end of April.

Defence Order No. 4 for 1968
issued by virtue of Defence Regulation
No. 6 of 1939

By virtue of the fifth article of Defence Regulation No. (6) for the year 1939, I order the following:

All licensed banks in the Kingdom should not deliver shipping documents or other documents relating to import of goods arriving to the Kingdom in transit via ports other than Akaba Port, except in conformity with the following arrangements:

(1) It is not allowed to deliver shipping documents or documents pertaining to any goods imported to the Kingdom to their respective importers except against a bank guarantee of 25 per cent of the value of goods, issued to the order of HE Minister of Finance/Customs and this guarantee is not returnable unless when it is proved that the goods have been entered within the specified period.

(2) Authorized clearing companies are licensed by the Jordanian Customs authorities to receive shipping documents for goods imported via ports other than Akaba after presentation of a bank guarantee for JD. 5,000 – and a notarial guarantee for JD.50,000 – with the counter-guarantee of three or more Jordanian merchants, the suitability of whom should be testified by the Chamber of Commerce or Industry.

(3) Shipping documents and other documentation relating to goods imported into Jordan through ports other than Akaba, may be delivered to licensed clearing companies authorised to transport goods imported via ports other than Akaba on instructions from the owners of the goods.

(4) If any person did not bring his imported goods which arrive through a port other than Akaba within a maximum period of three months from the date of receipt of the relative documents, to the Customs authorities in the Kingdom, and he was in receipt of the shipping documents and other documentation from the licensed banks, the amount of the guarantee will be transferred to the Treasury account by order of HE Minister of Finance/Customs.

(5) If the clearing companies authorized to transport goods imported through ports other than Akaba did not bring the goods which documents they have received from the licensed bank, to the Customs authorities in the Kingdom within a maximum period of three months from the date of receipt of these documents, and if they did not provide lawful reason that would convince the Customs authorities and the Central Bank for so doing, they will be fined with 25 per cent of the total value of the goods.

(6) In the exceptional excused cases, it might be possible to extend the period mentioned in the above two items up to the period deemed suitable by the Minister of Finance/Customs, but not exceeding three months, and this is after applying for extension prior to the expiry date of the original period stating reasons calling for the extension.

(7) All clearing companies must provide the concerned authorities in the Ministry of Finance/Customs and the Central Bank with all clarifications concerning goods which documents they have received from the licensed banks.

(8) After the approval of the Central Bank of Jordan, the Ministry of Finance/Customs may allow the operating banks to deliver documents to their owners without restricting to the obligations mentioned in this order.

(9) This order becomes effective one month after it is published in the *Official Gazette*.

(10) This order cancels provision of Order No. 5 of 1948 and replaces it.

ALGERIA, MOROCCO AND TUNISIA

Exporters interested in Algeria, Morocco and Tunisia are reminded that French is the foreign language most widely used in business and official circles in these countries. It is, therefore, essential that any literature or correspondence for local firms should be in French. Similarly, quotations of weights and measures in the metric system and of prices in local currency are also an important factor in attracting the interest of potential importers.

ALGERIA

Customs tariff modifications

THE ALGERIAN *Journal Officiel* of April 26, 1968, published the following details of modifications to the Algerian customs tariff. The new rates are effective as from April 26.

Tariff No.	Description	Tariff		
		TMP	CEE	DC
Ex 15-02	A. II Unrendered fats: Other	Exempt	Exempt	Exempt

The *Journal Officiel* of April 30 published the following modifications, effective as from that date:

Tariff No.	Description	Tariff		
		TMP	CEE	DC
Ex 39-02	B. Other: I. Polyethylene: (a) in one of the forms referred to in Note III (a) and (b) of this Chapter: Polyethylene melting at less than 115°C. pasty or in blocks . .	3	5	7
	Polyethylene melting at 115°C. or more: pasty or in blocks . .	3	5	7
Ex 39-02	B. Other: VI. Polystyrene and its copolymers: (a) in one of the forms referred to in Note III (a) and (b) of this Chapter: Polystyrene products, liquid or pasty, in blocks or lumps, etc..	3	5	7
	Polystyrene copolymers, liquid or pasty, in blocks or lumps, etc..	3	5	7
Ex 39-02	B. Other: VII. Polyvinyl chloride: (a) in one of the forms referred to in Note III (a) and (b) of this Chapter: Polyvinyl chloride, liquid, pasty or in powder form . .	3	5	7

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

"....My goods sell in the Middle East? Really?"

You'd be surprised ... Year by year the oil-producing States of the Middle East are becoming increasingly worth-while markets for an ever-widening range of goods and services. *Your* product or expertise could be something we know is urgently wanted by someone in the region we serve.

Perhaps we can help you? Our knowledge of the business opportunities and market conditions in this area can be yours if you contact our Head Office or any of our branches.

THE BRITISH BANK OF THE MIDDLE EAST

Incorporated by Royal Charter 1889

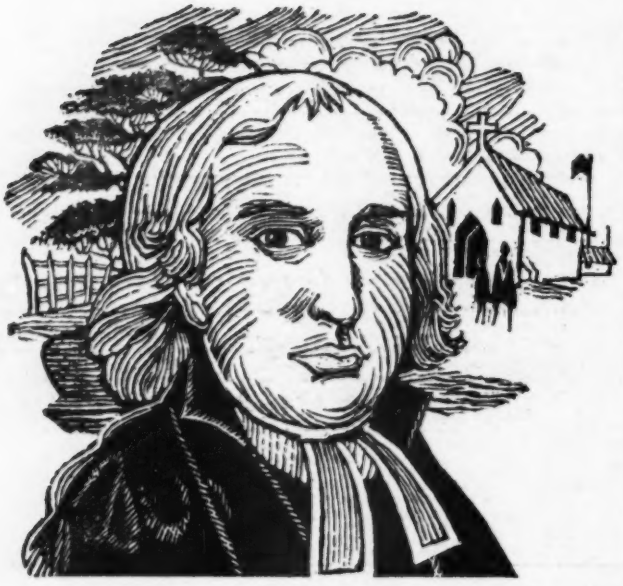
Head Office: 7 King William Street, London, E.C.4
Telephone: 01-626 2643 · Telex 263473

A member of the Hongkong Bank Group

Branches in: INDIA, JORDAN, LEBANON, MOROCCO, SAUDI ARABIA, SOUTHERN YEMEN, SWITZERLAND, TUNISIA, ABU DHABI, BAHRAIN, DUBAI, KUWAIT, MUSCAT AND OMAN, QATAR, RAS AL KHAIMAH, SHARJAH.

Associate in Iran: THE BANK OF IRAN AND THE MIDDLE EAST, Teheran and Khorramshahr.

Associate in Libya: BANK OF NORTH AFRICA, Benghazi and Tripoli.



Samuel Marsden

established the first missionary settlement in New Zealand in 1815

Isn't it time you took advantage of it?

This mission helped to promote better relations between the Maoris and earliest white traders. Today *you* will find a readier than ever welcome in New Zealand. Largely agricultural, our country still needs, from overseas, manufactured goods to maintain one of the highest standards of living in the world. Which is where the National Bank comes in: we have nearly 200 branches in New Zealand. They keep us up-to-date on local market conditions, investment prospects, import/export needs; on profitable business or travel contacts; on all manner of useful facts and figures. All this information we will gladly pass on —to your trading benefit.

Why not get in touch with us here in London? Just for a start, we'll let you have a copy of our important periodical *Review of the Economic Situation in New Zealand.*

The National Bank

OF NEW ZEALAND LIMITED

Our London Address: 8 Moorgate EC2 (Tel: 01-606 8311)

KENYA

Import licensing regulations

LEGAL NOTICE No. 146, published in the Kenya *Official Supplement* No. 42 of May 17, announces, with effect from May 10, the Imports, Exports and Essential Supplies (Imports) (Amendment) (No. 4) Order, 1968, which amends the Imports, Exports and Essential Supplies (Imports) Order, 1964. The First Schedule to the latter Order, published in the *Board of Trade Journal* of November 27, 1964 (pages 1200-1201), and subsequently amended, is now further amended as follows:

Item No.	Description
By the deletion of the following items:	
653 5 1 653 5 2 653 5 3 653 5 4 653 5 5 653 5 9	All nylon piece-goods including nylon taffeta, nylon crepe, nylon satin, nylon crepon, nylon fancy crepe, crepe de chine, nylon made-up sarees, and tetoron filament shantung.
By the insertion in their correct numerical order of the following new items:	
	Division 56 – Fertilizers, manufactured:
	Group 561 – Fertilizers, manufactured:
561 1 1	Sulphate of ammonia.
561 1 9	Ammonium sulphate-nitrate, urea and other nitrogenous fertilizers.
561 2 9	Diamonium phosphate only.
561 9 0	All compounds or mixtures containing nitrogen elements.
	Division 65 – Textile yarn, fabrics, made-up articles and related products:
	Group 651 – Textile yarn and thread.
651 2 0	Hand-knitting wool only.
	Group 653 – Textile fabrics, woven (not including narrow or special fabrics), other than cotton fabrics – Fabrics, woven of synthetic fibres of renegerated (artificial) fibres and glass fibres:
653 2 0 653 3 9 653 5 1 653 5 2 653 5 3 653 5 4 653 5 5 653 5 9	Suiting fabrics of woollen, synthetic/woollen, synthetic/viscose, all nylon piece-goods, including nylon taffeta, nylon crepe, nylon satin, nylon crepon, nylon fancy crepe, crepe de chine, nylon made-up sarees, and tetoron filament shantung.
	656 – Made-up articles, wholly or chiefly of textile materials, n.e.s.:
656 9 1	Towels only.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

REPUBLIC OF SOUTH AFRICA

Customs tariff application

CUSTOMS TARIFF Application List No. 469, published in the South African Government *Gazette* of May 24, contains an application to the Board of Trade and Industries for increase in duty on:

(1) Ammeters and voltmeters, non-portable, from free of duty to 10 per cent *ad valorem*.

(2) Raincoats of artificial plastic materials, from 25 per cent *ad valorem* (general) and 15 per cent *ad valorem* (MFN) to 15 per cent *ad valorem* or 90 cents per garment.

(3) Sparking plugs, classified under sub-heading 85.08.10.90, but excluding parts of sparking plugs and sparking plugs with platinum electrodes, with fully screened or shielded insulators, with integral radio suppressors, with electrodes and spark gap recessed within the body and with surface discharge gaps, from 30 cents per dozen to 20 per cent *ad valorem* or 100 cents per dozen, whichever rate yields the higher amount of duty.

Those British trade organizations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization, should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference (1) CRE 1120/68 (2) CRE 1119/68 (3) CRE 1117/68.

MALAYSIA

Import control (1)

THE MALAYSIAN GOVERNMENT *Gazette* dated May 2, publishes the Customs (Prohibition of Imports) (Amendment) (No. 4) Order, 1968, which is effective from April 25, 1968, and removes the under-

mentioned items from import control.

(1) The Schedule to the Customs (Prohibition of Imports) (Principal Customs Area) (No. 4) Order, 1965, (applicable to the principal customs area of the States of Malaya) is amended by deleting items:–

512 703 Glumatic acid
512 704 Monosodium glutamate and other salts or derivatives of glutamic acid and preparations thereof
693 311 Iron or steel netting, fencing
693 313 Iron and steel grills and reinforcing fabric
694 111 Wire nails and staples of iron or steel
725 011 Electric refrigerators not over 12 cu. ft. capacity, domestic type
729 111-2 Other kinds (Primary cells and primary batteries)
729 119 Parts, other than carbon electrodes, of primary cells and primary batteries
841 421 Stockings or socks, of pure natural silk not rubberized, knitted or crocheted

(2) The Schedule to the Customs (Prohibition of Imports and Movement) (Penang) (No. 3) Order, 1965, (Applicable to Penang) is amended by deleting items:–

512 704 Monosodium Glutamate and other salts or derivatives of glutamic acid and preparations thereof
725 011 Electric refrigerators not over 12 cu. ft. capacity, domestic type

(3) The Schedule to the Customs (Prohibition of Imports) (Principal Customs Area) (No. 3) Order, 1965, (applicable to the principal customs area of the State of Sabah) is amended by deleting items:–

512 704 Monosodium Glutamate and other salts or derivatives of glutamic acid and preparations thereof
729 111-2 Other kinds (of primary cells and batteries)
729 119 Parts, other than carbon electrodes, of primary cells and primary batteries

(4) The Schedule to the Customs (Prohibition of Imports) (No. 3) Order, 1965, (applicable to the State of Sarawak) is amended by deleting items:–

512 704 Monosodium glutamate and other salts or derivatives of glutamic and preparations thereof
729 111-2 Other kinds (of primary cells and primary batteries)
729 119 Parts, other than carbon electrodes, of primary cells and primary batteries

Import control

MALAYSIAN GOVERNMENT *Gazette* dated April 25, 1968, publishes the Customs (Prohibition of Imports) (Federation) (Amendment) (No. 4) Order, 1968, which amends the Customs (Prohibition of Imports) (Federation) Order, 1968, by deleting the following items from the First Schedule:

665 120 Glass inners for vacuum flasks or other vacuum vessels and blanks therefor.
899 971 Vacuum flasks and other vacuum vessels, complete with cases.

This means that the goods concerned are no longer subject to specific import licensing. The notice prohibiting the importation of the above items, except by special licence, was published in the *Board of Trade Journal* dated March 22, 1968, page 944.

Malaysian Government *Gazette* dated May 9, 1968, publishes the Customs (Prohibition of Imports) (Federation) (Amendment) (No. 5) Order, 1968, which amends the Second Schedule to the Customs (Prohibition of Imports) (Federation) Order, 1968, by adding the following new items with effect from May 2, 1968:

Tariff No.	Item	Country of Origin
655 621	Fishing nets of natural fibres	All countries
655 622	Fishing nets of synthetic or artificial fibres	All countries

This means that the importation into the States of Malaya of the goods specified in the first and second columns and originating from the countries shown in the third column of the above schedule are prohibited, except under and by virtue of an import licence granted by or on behalf of the Comptroller-General of Customs and subject to such conditions as may be specified in such licence.

Notice to West Malaysian Importers No. 6 of 1968, dated May 9, 1968, further announces that the above goods are subject to quantitative restriction when imported into the Principal Customs Area of the States of Malaya and into Penang Island.

Importers are required to prove their performance in 1967 within one month of the issue of the notice, and those without such proof will not be allowed to import the above-mentioned goods.

Import licences will be issued every three months and will be restricted to quotas. The first quota period will commence on May 9, 1968, and end on August 8, 1968.

CEYLON

Items on Open General Licence

AS MENTIONED ABOVE, the *Board of Trade Journal* of May 17 contained details of the new method of allocating foreign exchange to importers in Ceylon. The Ceylon *Government Gazette Extraordinary* No. 14,800/4, dated May 5, 1968, contained a copy of Open General Licence No. 1/68, which reads as follows:

'BY Virtue of the powers vested in me by Regulation 4 (i) of the Import (Licensing) Regulations, 1968, I, Victor Joseph Harold Gunasekara, Controller of Imports and Exports, do hereby authorize until further notice, the importation into Ceylon by any person qualified to so do under the Import Licensing (Special Provisions) Regulations, 1968, published in *Government Gazette Extraordinary* No. 14,800/3 of May 5, 1968, of such goods specified in Column III of the Schedule hereto as have been grown, produced or manufactured in any country other than those grown, produced or manufactured in or shipped from Rhodesia.

2.This licence is issued subject to the following conditions:—

(1) Nothing herein shall effect or prejudice the provisions or requirements of any other written Law applicable to any goods to which this Open General Licence refers at the time of the importation of any such goods into Ceylon.

(2) The release of Foreign Exchange for payment of any goods to be imported or imported under the authority of this Open General Licence shall be against the surrender of sufficient Foreign Exchange Entitlement Certificates issued by or in the authority of the Central Bank of Ceylon to cover the full value of such goods payable in any foreign currency.

V. J. H. GUNASEKARA,
Controller of Imports and Exports.'

Colombo, May 5, 1968.

Ceylon *Government Gazette* No. 14,800/3 of May 5, 1968, was published in its entirety in the *Board of Trade Journal* of May 17. The Schedule referred to in the above notice is identical to Schedule III to Import Control Notice No. 2/68 (*Board of Trade Journal* of May 17, page 1553) except for the following minor amendments to Column III of the Schedule:

(1) Immediately below Item No. 291.13 insert '291.14.01 Tortoise shell'.

(2) Item No. 512.1. Between 'halogenated' and 'nitrated' insert 'sulfonated'.

(3) Item No. 514.2. Delete 'caustic acid'. Insert 'caustic soda'.

All inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Room 309, 1 Victoria Street, London, S.W.1 (Tel 01-222 7877, Ext. 2642).

(*Continued on next page*)

ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of HM Embassy and the Peruvian British Trade Centre. The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Details, Embajada Britanica, Casilla 854, Lima.

WE PUBLISH ANNUALLY a 2 vol. book listing directories and 3,000 overseas newspapers and periodicals, £3.

THE EAST

Deluxe Bi-monthly. Illustrated. Published by **The East Publications, Inc., 10-5, Roppongi 3, Minato-ku, Tokyo, Japan.** Price: **£2 p.a.**

DIRECTORIES, WHO'S WHO PRESS GUIDES & YEAR BOOK
10/- plus Post 1/-

We can also handle your Overseas Advertising in 137 countries through our 80 agents. Write for details.

PUBLISHING & DISTRIBUTING CO. LTD.,
177 REGENT STREET, W.1
Tel.: REGent 6534/5 Telex 21206 PUBDISCO

CEYLON, *continued*

Tariff amendments

THE *Board of Trade Journal* of May 17 (page 1552) contained details of the new method, recently introduced in Ceylon, of allocating foreign exchange to importers. The introduction of this system has led to a number of amendments to the Ceylon Customs Tariff. These are set out in a notice to importers published in the Ceylon Government *Gazette Extraordinary* No. 14,800/7, dated May 6, 1968. The notice reads as follows:

'NOTICE TO IMPORTERS

Import Duties on Goods under the New Foreign Exchange Entitlement Certificate Scheme

Under the Foreign Exchange Entitlement Certificate Scheme which comes into operation with effect from May 6, 1968, certain imports will come under Open General Licence. The revised duties in respect of items coming under Open General Licence are shown in the following Schedule.

With regard to those imports which will be under individual licence, supported by Foreign Exchange Entitlement Certificates, import duties will remain unchanged except for industrial machinery and basic raw materials.

Industrial machinery and parts will become duty free. Basic raw materials (excluding processed articles, components, packs and containers) imported on Actual User Licences for use in manufacturing industries will become duty free. Component parts required for use in an assembly or manufacturing process will pay a duty of 5 per cent (preferential) and 15 per cent (general).

The proposed new duties are not intended to apply to imports effected under the old licensing scheme. They will be effective only when the new Revenue Protection Order is gazetted, in due course, as imports begin to flow in under the new Foreign Exchange Entitlement Certificate Scheme.

V. P. VITTACHI,
Principal Collector of Customs.

Colombo, May 6, 1968.

SCHEDULE

Imports without Licence

SITC Code	Commodity	Duty Rate	
		Preferential	General
024.0	Cheese	100	110
043.0	Barley, unmilled		0
047.0	Meal and flour of cereals, except meal and flour of wheat or of meslin, viz.: cornflour	0	0
	Infants' and invalids' foods:		
048.11.01	Patent barley		0
048.11.02	Barley pearled		0
048.2	Malt (including malt flour)		30
048.3.01	Semolina	50	55
073	Infants' and invalids' foods:		0
048.82	Preparations of flour, starch or malt extracts		0
052.03	Grapes dried (raisins)	50	60
052.09.01	Currants		Re. 1·25 per cwt.
054.84	Hops		0
055.44.01	Arrowroot flour		0
055.45.01	Sago		20
221.8.01	Mustard seed		Rs. 20 per cwt.
244.02	Cork in blocks, plates and sheets or strips	50	60
261.3	Raw silk (not thrown)		10
262.2	Sheep's or lamb's wool, degreased, whether or not bleached or dyed (wool raw)		10
263.1	Raw cotton, other than linters		0
264.0	Jute (including jute cuttings and waste), viz.: Jute fibre		30
273.21	Gypsum and plasters		0
274.1	Sulphur, other than sublimed, precipitated or colloidal sulphur		0
275.22	Infusorial earths		0
275.23	Pumice stones, emery, natural corundum and other natural abrasives		0
276.1	Natural asphalt and natural bitumen		20
276.21	Moulding sand, Fullers earth and fire clay		0
276.95	Natural steatite: talc		0
276.97	Crude natural borates		0
291.13	Ivory, unmanufactured and waste		30
291.14.01	Tortoiseshell		0
291.99.99	Bristles of animal origin		0
292.2	Natural gums, resins, balsam and lacs		0
321.4	Coal – anthracite, bituminous		0
321.8	Coke and semi-coke of coal of lignite or of peat		0
332.92, 93 and 94	Pitch obtained from coal tar or from other mineral tars, pitch coke, petroleum coke		20
341.2	Gas manufactured, excluding chlorine		
411.32	Tallow	40	50
421.2	Soya bean oil		100
421.4	Groundnut (peanut) oil		100
421.5	Olive oil		100
422.1	Linseed oil		0
431.3.01	Acid oils, fatty acids and solid residues from the treatment of fatty substances		0
512	Organic chemicals excluding chloroform and camphor tablets		0
513	Inorganic chemicals, elements, oxides and halogen salt (excluding caustic soda, chlorine and nitrogen)		0
514	Other inorganic chemicals excluding caustic soda, chlorine, nitrogen and soap compounds		0
521	Mineral tar and crude chemicals from coal, petroleum and natural gases		0
531	Synthetic organic dye-stuffs, natural indigo and colour lakes		0
532.1.99	Food colouring matter of vegetable and animal origin (50) and hair dyes (100)		50 / 100
532.4	Tanning extracts of vegetable origin		0
533.1	Food colouring matter, inorganic, not chemically defined		50
533.32.03	Aniline dyes for dyeing textiles and wearing apparel	20	30
533.32.04	Alkali dyes	20	30
533.32.99	Stamping foil		0
533.33	Artists' colours	20	30
533.34	Prepared driers	55	60
533.35	Putty		40
554.2.01	Lavatory cleansers in bulk	55	60
554.3.03	Wood preservatives	25	30
	Belt preservatives and syrup		0
	Boiler cleaning fluid		0
	Wax (sail makers' or shoe makers')		100
554.3.99	Carborundum paste and grinding paste		0
581.1.01	Plastic powders		0
581.32	Tracing film		0
581.92.99	Bostik and similar products		40
599.2.04	Naphthalene		0
599.53	Casein, caseinates and other casein derivatives; casein glues		0
599.54	Albumins, albuminates and other albumin derivatives		0
599.57	Dextrins, soluble or roasted, starches and starch glues	25	30
	Dextrins		0
	Others		0
599.59	Prepared glues, n.e.s.		0
599.61	Tall oil		0
599.63.01	Spirits of turpentine	10	15
599.63.02	Pine oil		0
599.64.01	Rosin		0
599.7	Fire extinguisher refills		18
599.94.01	Soldering fluid including flux		0
	Blacking for foundry (casting) purposes:		0
	Lime soda		0
	Getters for electric lamp bulbs		0
599.99	Hardeners		0
612.1	Machine leather belting and other articles of leather for use in machinery	10	20
621.04.02	Hospital sheeting and mackintosh sheeting		50
621.1	Rubber tyres and tubes for vehicles excluding rubber tyres and tubes for motor cars of sizes 5.20 by 14, 5.20 by 13 and 5.60 by 15 and rubber tyres and tubes for lorries of sizes 8.25 by 20 and 7.50 by 20 and tyres and tubes for pedal cycles of sizes 28 by 1¼ and 26 by 1¾		72% 50% Agricultural (for tractors) 46% (pedal cycles)
	Hygienic and pharmaceutical articles of unhardened rubber – ice bags rubber		50
	Oxygen bags rubber		50
	Preventatives, rubber		0
	Syringes rubber, excluding medical and dental		50
	Valves and teats, rubber for feeding bottles		0
	Hotwater bottles, rubber		50
	Soothers, rubber		50
629.3	Hygienic medical and surgical articles – other		50
641.1	Newsprint paper		0
641.4	Cigarette paper in bulk, rolls or sheets		0
641.5.30	Paper, tissue, other than wrapping or packing in bulk, bales or sheets	90	100
641.6	Fibre boards and other building boards of wood or of vegetable fibres, namely hard-boards including wall and partitioning boards, compressed fibre boards wall boards of wood fibre		100
642.92	Duplicating paper cut to size packeted or boxed		50
642.92	Stencil paper cut to size		20
642.93	Monotype paper and calculating machine paper		30
642.93	Toilet paper	40	50
642.99	Blank clock cards	20	30
651.25.01	Berlin (pure wool)	40	50
651.3	Cotton yarn (unbleached)		0
651.4	Cotton yarn (bleached)		0
651.25.99	Yarn of wool and animal hair where in the textile material weight, the wool and animal hair content predominate over that of any other single textile material, except where the weight of silk noil and other waste silk is more than 10% – other	40	50
	Yarn and thread of flax, ramie and true hemp, where in the textile material		

SITC Code	Commodity	Duty Rate	
		Preferential	General
	weight, the flax ramie and true hemp content predominates over that of any other single textile material except where the weight of silk, noil and other waste silk is more than 10%		
	Linen yarn		50
	Other items		30
651.6	Yarn of synthetic fibres where in the textile material weight, the synthetic fibre content predominates over that of any other single textile material except where the weight of silk, noil and other waste silk is more than 10% – of a value not exceeding Rs. 12/- c.i.f. per pound	9	14
651.7	Yarn of regenerated (artificial) fibres, where in the textile material weight, the regenerated (artificial) fibre content predominates over that of any other single textile material except where the weight of silk, noil and other waste silk is not less than 10% – of a value not exceeding Rs. 12/- c.i.f. per pound	9	14
653.4.01	Jute hessian (gunny cloth)		20
655.1.01	Roofing felt including asphalted		30
655.1.99	Felt hair		40
655.1.99	Felt rubberized		50
655.82.01	Incandescent mantles – artificial silk	40	50
655.82.09	Incandescent mantles – silk	40	50
655.83	Textile articles used in machinery or plant, cut to size	10	20
655.91	Textile hose piping and similar tubing		30
655.92.01	Machine belting of textile materials	20	30
656.2	Tarpaulins and sails	40	50
656.61.02	Pure woollen blankets, coarse (cumblies)	20	30
656.61.99	Used blankets wholly or mainly of wool	50	60
656.62.01	Blankets of pure cotton (estate cumblies)		30
656.62.02	Blankets of mixed materials where in the total weight, the textile material is not less than 50% of cotton, namely cumblies		30
656.92.01	Insulating material – silicate of cotton	30	40
661.2.02	Cement, fire		0
661.2.03	Cement clinker		0
661.2.99	Waterproof cement and boiler cement and compositions		0
662.31	Heat insulating bricks, of infusorial earth, of kieselguhr and siliceous earths		0
662.32	Fire bricks		0
	Insulation substances, mineral, other than with a basis of asbestos, excluding building material	30	40
663.5	Granolithic powder		40
663.11.01	Grindstones for machines		30
663.11.02	Carborundum wheels and stones for machines		30
663.11.03	Emery wheels and stones for machines		30
663.11.99	Grinding wheels and stones for hand-pedal or power-operated machines – other		30
663.12	Grinding stones for use directly in the hand		0
663.7	Refractory products other than refractory construction materials (examples, retorts, crucibles, muffles, nozzles, plugs, supports, tubes, pipes, sheaths, rods)	20	30
663.8	Manufactures of asbestos; friction materials, namely:		
	Asbestos packing		20
	Asbestos fibrous fillers		20
	Insulation asbestos	10	20
	Asbestos fire-proof clothing		20
	Gloves, masks, helmets, hats and aprons of asbestos		20
	Jointing, excluding building materials and plastic joints		20
663.91	Laboratory and industrial ceramic wares, not refractory		20
664.2	Optical glass and elements thereof not optically worked, and blanks for corrective spectacle lenses		0
664.4.01	Plate glass – unobscured flat glass, ground and polished on both sides – not otherwise worked		40
664.4.02	Sheet-window glass, unworked		40
664.6	Bricks, tiles and other construction materials of pressed or moulded glass		100
664.7	Safety glass, toughened or laminated	50	60
664.9	Glass, n.e.s., namely glass bulbs for the manufacture of electric lamp bulbs		0
664.93	Clock and watch glass		50
664.94	Glass fibre (including glass wool) and articles made therefrom, n.e.s., namely fibre glass insulating materials	30	40
665.1	Vacuum flask glass inners		50
665.89	Anchors for the manufacture of electric lamp bulbs		0
666.6.01	Lamps, complete and parts and fittings of porcelain, china or other ceramic materials, n.e.s., namely oil lamps	40	50
671.2	Pig iron (including cast iron)		0
672	Ingots and other primary forms (including blanks for tubes and pipes) of iron or steel, excluding:		
	(1) M. S. rounds for general engineering purposes up to 1¼ in. diameter and M. S. rounds for reinforcements – all sizes		
	(2) Hot rolled hoop iron, all sizes (except hoop of ⅜ in. width and 12 gauge thickness, 1 in. width 12 gauge thickness, 1 in. width 17 gauge thickness and 1 in. width 18 gauge thickness).		
673	Iron and steel bars, rods, angles, shapes and sections including sheet piling, excluding:		
	(1) M. S. rounds, for general engineering purposes up to 1¼ in. diameter and M. S. rounds for reinforcements – all sizes;		
	(2) Hot rolled hoop iron – all sizes (except hoop of ⅜ in. width and 12 gauge thickness, 1 in. width 12 gauge thickness, 1 in. width 17 gauge thickness and 1 in. width 18 gauge thickness);		
	(3) Equal angles up to and including 1½ in. by 1½ in. by ⅛ in.		0
674	Universals, plates and sheets of iron or steel		0
675	Hoop and strip of iron or steel excluding hot rolled hoop iron – all sizes (except hoop of ⅜ in. width and 12 gauge thickness, 1 in. width 12 gauge thickness, 1 in. width 17 gauge thickness and 1 in. width 18 gauge thickness)		0
677	Iron and steel wire (excluding wire rod and building wire down to gauge 20)		0
678	Tubes, pipes and fittings of iron and steel non-fabricated)	50	60
682.1	Copper and alloys, whether or not refined, un-wrought		0
682.2	Copper and allovs of copper. worked		(17½%, 27½% changed to 30, 40, 45 changed 60; 125 remains unchanged)
682.24	Copper powders and flakes		0
684.1	Aluminium and aluminium alloys, unwrought – blocks, ingots, cakes and slabs		0
684.21	Bars, rods, angles, sections and wire of aluminium	30	40
684.25	Tubes, pipes, blanks and fittings thereof, hollow bars of aluminium	30	40
685.1.01	Pig lead (excluding lead sheets, tea lead and foil)	30	40
	Lead and lead alloys unwrought – viz.: blocks, ingots, cakes and slabs		0
685.1.99	Solder, cast lead – other	30	40
685.21.01	Lead solder	30	40
685.22.02	Lead plates and sheets, n.e.s.	50	60
685.24.01	Lead pipes		125
685.24.99	Tubes, pipes, blanks and fittings therefor, hollow bars of lead – other		125
686.1	Zinc and zinc alloys, unwrought		0
686.2.1	Zinc solder	30	40
686.22.01	Zinc rolled sheets and plates, not fabricated excluding zinc corrugated sheets	30	40
	Plates, sheets, strip, foil powders (excluding dust) and flakes of zinc – other viz.: zinc roll sheets, plates and dishes, n.e.s. – fabricated		125
686.22.99	Zinc perforated sheets excluding zinc corrugated sheets		40
687.1.01	Tin blocks, ingots, cakes and slabs, unwrought		0
687.1.99	Tin and tin alloys, unwrought, other	30	40
687.21	Bars, rods, angles, shapes, sections and wire of tin	30	40
687.22.01	Tin plates and sheets – not fabricated		0
687.22.99	Tin foil		0
689	Miscellaneous non-ferrous base metals employed in metallurgy		0
692.3	Compressed gas cylinders	50	60
693.11	Wire cables, ropes, plaited bands, slings and similar articles, not insulated, of iron or steel	30	40
693.12	Wire cables, ropes, plaited bands, slings and similar articles, not insulated, of copper		125
693.3	Gauze, grill, of wire, excluding wire netting and wire mesh of 4 in. side square	30	40
	Expanded metal, iron or steel fabricated	50	60
693.41	Not fabricated		30
695.1	Hand tools of a kind mainly used in forestry	30	40
695.2	Other tools for use in the hand or in machines (excluding bench vices, up to and including 6 in. and power-operated tools)	30	40
696.01	Knives	50	60
	Blanks for manufacture of razor blades, whether or not in strips		0
	Razors, safety not electric (excluding surgical) with one blade for each razor	40	50
696.03.99	Razors, open blade	40	50
696.04	Scissors and their blades	40	50
	Hair clippers, hand operated, non-electric and parts	40	50
696.05	Pencil sharpeners		40
696.06.01	Milk-scoops for dairies		0
696.06.02	Servers, cake, fish and salad	90	100
696.06.03	Fish eaters, non-cutting	90	100
696.06.04	Forks, table and kitchen	40	50
696.06.05	Knives (non-cutting) butter, fish, kitchen and table	90	100
696.06.07	Ladles, kitchen and table	90	100
696.06.07	Slicers, pastry	90	100
696.06.99	Tongs, cake, ice, meat, sugar and the like	90	100
697.21.01	Kettles, non-electric, iron and steel	30	40
697.91	Steel wool, pot scourers and polishing pads of iron and steel	90	100
698.11.01	Locks, padlocks, and keys, iron and steel	50	60
	Door and window fittings including hinges, iron and steel, excluding the following:		

(*Continued on next page*)

CEYLON, *continued*

SITC Code	Commodity	Duty Rate	
		Preferential	General
698.12.01	(1) Steel safety tower bolts (6 in. 5 in., 4 in., 3 in.); (2) Steel safety hasps (6 in., 4½ in., 3 in.); (3) Steel parliament hinges; (4) Steel butt hinges; (5) Steel tee hinges.	50	60
698.12.99	Base metal fittings and mountings of types largely used on furniture, doors – other, viz.: castors (excluding those used on machinery) other than ceramic, coffin mountings, brass, iron and steel, and plated, door closers	90	100
698.3	Chains and parts thereof of iron or steel	40	50
698.51	Needles for hand-sewing, knitting, netting of iron or steel	50	60
698.61	Springs and leaves for springs, steel (excluding watch and clock springs and springs for umbrella shafts)	50	60
698.82	Flexible tubing and piping of base metal	20	30
698.85.99	Bottling capsules, of base metal	30	40
698.87	Soldering and welding rods of base metal or of metal carbides	20	30
698.91.01	Sheet runners, iron and steel	30	40
	Couplings for hose pipes and pipes and piping, iron and steel	40	50
	Gratings and drain covers, iron and steel	40	50
	Stencil plates, iron and steel	30	40
	Crucibles, iron and steel	20	30
698.91.99	Fasteners for machine belting, iron and steel	20	30
698.92.02	Sanitary fittings including cisterns and baths, brass and alloys of copper excluding brass bib cocks, copper ball valves and ½ in. washbasin filler taps imported as separate units		100
698.92.03	Sanitary fittings including cisterns and baths, brass and alloys of copper, electro-plated, excluding ½ in. washbasin filter taps imported as separate units		100
	Crucibles of brass and alloys of copper	20	30
	Fasteners for machine belting of brass and alloys of copper	20	30
698.92.99	Nails, tacks and washers of brass and alloys of copper	50	60
	Articles of aluminium, n.e.s., namely nail type staples, tacks, washers, bolts and nuts	30	40
698.94.99	Blanks aluminium	20	30
698.96	Articles of lead, n.e.s., namely lead washers	20	30
711.5.06	Parts of engines for motor cars, motor cycles, motor scooters and motor station wagons	50	60
711.5.08	Parts of engines for motor lorries, motor vans, motor omnibuses, motor tractors (excluding agricultural tractors)	50	60
711.81.01	Prime movers, non-electrical – hydraulic complete and parts	30	40
712.01	Agricultural machinery and appliances for preparing and cultivating the soil and parts thereof		0

Future business between the United Kingdom and New Zealand cannot be done on sentiment but on competitiveness, service and vigorous selling, said Mr. W. P. W. Anderson, chairman and joint managing director of The Carpet Manufacturing Company Limited of Kidderminster, at a reception in Wellington given by members of the British Trade Committee and British Trade Association in New Zealand, who liaise direct with the British National Export Council Committee for Exports to New Zealand. Seen at the reception in Wellington are (left to right) Mr. W. P. W. Anderson, the Rt. Hon. J. R. Marshall, Deputy Premier of New Zealand, and Mr. G. D. Stewart, chairman of the British Trade Committee of New Zealand.

SITC Code	Commodity	Duty Rate	
		Preferential	General
712.2	Agricultural machinery and appliances for harvesting, threshing and sorting and parts thereof		0
712.5	Milking machines, cream separators, other dairy farm equipment and parts		0
712.99	Tractors, other than tractors for tractor trailers combinations and parts thereof		0
714.1	Other agricultural machinery, n.e.s., incubators, poultry, complete and parts thereof	30	40
714.2	Typewriters and cheque writing machines parts (excluding typewriter ribbons)	20	30
714.3	Calculating machines, accounting machines and similar machines incorporating a calculating device (excluding electronic computers) complete and parts	10	20
714.9	Statistical machines (e.g., calculating from punched cards or tape) excluding electronic computers and parts	10	20
715.23	Office machines, n.e.s., and parts	10	20
718.41	Gas operated welding, cutting appliances	20	30
718.42.01	Road rollers, mechanically propelled, namely, steam rollers and component parts thereof	20	30
718.42.02	Plumbago machinery, complete	20	30
718.51.01	Plumbago machinery, parts	20	30
718.51.03	Stone crushing machinery, complete and parts	20	30
719.13	Concrete mixers, complete, and parts thereof	20	30
719.14	Furnace burners, mechanical stokers	10	20
719.41	Industrial and laboratory furnaces and ovens non-electric	10	20
	Domestic food processing appliances non-electrical, complete and component parts (Only mechanical appliances hand-operated not exceeding 10 Kgs. in weight of a type used in the household and their parts can be imported under this item).	90	100
719.52.01	Wood-working machinery, complete and parts	30	40
719.63	Weighing machinery and weights therefor (excluding weights of 4 lbs. and under; pocket spring balances, domestic scales and any other type of non-trade weighing instrument other than personal weighers). Only machines approved by the Warden of Weights and Measures can be imported	50	60
719.64.99	Extinguishers, fire, hand held		20
719.7	Ball roller or needle roller bearings	20	30
722.1.02	Generators, alternators, dynamos and exciters, complete and parts excluding dynamos lighting sets	20	30
722.1.10, 11, 12	Electric motors and parts	20	30
723.2	Electric insulating equipment	30	40
725.05	Electric space heating equipment, namely, electric smoothing irons complete and parts thereof, electric hot plates, immersion heaters, electric kettles and parts thereof	100 140	110 150
729.2.01	Fluorescent tubes excluding fittings	90	100
729.2.02	Torch bulbs	30	40
729.2.03	Electric lamp bulbs: Excluding electric bulbs from 15 to 150 watts	90	100
729.41	Electrical starting and ignition equipment for internal combustion engines	50	60
729.42	Electric lighting, etc., equipment for vehicles excluding cycle lighting dynamos	50	60
729.5	Electrical measuring and controlling instruments and apparatus, complete and parts thereof	20	30
729.6	Electric mechanical hand tools (excluding domestic floor polishers, portable mechanical tools permanently fitted with a base plate, stand or other device for mounting on the wall, bench or floor during operation, electrical lawn mowers; electro mechanical domestic appliances; electric shavers and hair clippers)	40	50
729.96	Electrical carbons	30	40
732.89.02	Spare parts for motor vehicles, n.e.s., other than for motor cycles (excluding chassis and engines)	50	60
732.92	Parts solely for use of motor cycles, motorized cycles (excluding frame and engines)	50	60
733.11	Cycles, not motorized, namely tradesmen's cycles	30	40
733.12	Parts of cycles excluding accessories, frames, forks, pedal blocks, brake blocks, tyres, tubes, saddle covers, pedal covers, mud flaps, baskets, handle grips, bar covers and stands	30	40
812.41.01	Lamps, glass, oil		30
812.42.01	Lamps and lanterns, except electric, complete, iron and steel – oil	20	30
812.42.09	Lamps and lanterns, except electric, complete, other than of glass or iron and steel – oil		30
812.42.10	Lamps and lanterns, except electric, complete, iron and steel – pressure type – incandescent	40	50
812.42.19	Lamps and lanterns, except electric, complete, other – pressure type – incandescent		50
812.42.20	Parts of lamps and lanterns (other than chimneys, globes and shades), iron and steel – incandescent	40	50

SITC Code	Commodity	Duty Rate	
		Preferential	General
812.42.39	Parts of lamps and lanterns other than chimneys, globes and shades, other than of paper, wood, plastic, glass, textiles and iron and steel:		
	Incandescent		50
	Oil		30
812.42.30	Electric lighting accessories and fittings, n.e.s., of base metals excluding 3-pin plugs and bases of 9 amps. and below, C.G. lamp holders, fluorescent light fittings and ceiling roses	100	110
812.43.01	Electric torches, complete, and parts thereof, except dry cell batteries	40	50
841.11.30	Woollen, wholly or mainly of, outerwear, other than knitted men's and boys' (used)	50	60
841.12.50	Woollen, wholly or mainly of, outerwear, other than knitted women's, girls' and infants' (used)	50	60
841.13.03	Men's and boys' woollen, wholly or mainly, underwear, other than knitted (used)	50	60
841.14.03	Women's, girls' and infants' woollen (wholly or mainly) underwear other than knitted, or crocheted (used)	50	60
841.22.03	Scarves and shawls of wool wholly or mainly (used)	50	60
841.26	Gloves, mittens, stockings, socks, not knitted or crocheted wholly or mainly of wool (used)	50	60
841.3.01	Boxing gloves		0
841.42.09	Stockings and hose, woollen, other (used)	50	60
841.43.10	Woollen, wholly or mainly underwear, knitted or made of knitted fabric (used)	50	60
841.44.01	Woollen, wholly or mainly outwear, knit or made of knitted fabrics (used)	50	60
841.59	Other headgear, namely, safety helmets for motor cyclists		0
841.6.01	Gloves, rubber, for sports		0
841.6.03	Diving suits, rubberized		125
841.6.99	Bathing caps, rubber		150
	Curl type sides, hinges and screws for spectacle frames	30	40
861.22.01	Goggles	30	40
861.3	Microscopes		40
861.4	Parts of photographic cameras (other than cinematographic and flashlight apparatus, excluding camera bodies	100	105
861.5	Parts of cinematographic cameras, excluding camera bodies	100	105
861.6	Parts of photographic and cinematographic apparatus and equipment, n.e.s. (excluding camera bodies)	100	105
861.8	Meters and counters, non-electric, complete and parts thereof	50	60
861.91	Surveying instruments and parts		30
861.92.02	Balances, complete, and parts	30	40
861.93.01	Mathematical instruments, n.e.s., namely rules, engineers', carpenters'		30
861.93.99	Drawing, measuring and calculating instruments, n.e.s. – other and parts	30	40
861.95	Mechanical appliances for testing physical properties of industrial materials and parts	30	40
	Hydrometers, thermometers excluding clinical thermometers	30	40
861.96	thermographs for recording charts and lactometers for dairies and parts thereof		0
861.97	Instruments for measuring or controlling the flow, depth, pressure, etc., of liquids or gases, complete and parts	30	40
861.98	Instruments other than mechanical for physical or chemical analysis, and parts	30	40
862.3	Chemical products and flashlight materials of a kind used in photography, put up in measured portions or for retail sale	95	100
862.41	Photographic plates and films in the flat (other than of paper, paperboard or cloth), sensitized, unexposed	95	100
862.42	Film in rolls, sensitized, unexposed:		
	Cinematograph films	20	25
	X-ray films		20
	Still roll films	95	100
862.43	Paper, sensitized, not developed	95	100
891.2	Phonograph (gramophone) records, recording tapes, other recorded media and prepared media for sound recording	90	100
891.43	Strings for musical instruments	45	50
894.42	Requisites for outdoor sports, excluding fishing and hunting equipment, all sports nets and batting pads, gloves, volley balls, sports apparel, footwear, cricket stumps and rubber balls	10	20
895.22	Pen nibs and nib points	20	30
895.23.99	Tailors' chalk		20
895.91.99	Ink, other than printing inks – namely, drawing ink; Indian ink, marking ink and thermograph ink		40
895.93	Date, sealing and similar stamps, hand-operated, mechanical		40
895.94	Ink pads		40
895.95	Sealing wax, copying pastes		40
899.1	Candles for water filters	35	40
899.24.99	Jewellers' brushes, and brushes to be fitted to machinery	20	100 30
899.33	Combustible preparations and products, n.e.s. namely mechanical cigarette lighter fuel	100	105

The Preferential rate is the rate applying to imports for the Commonwealth Preference Area. Where no separate Preferential rate is shown, the General rate applies for imports from all sources.

A further notice will be published in the *Journal* as soon as the date of coming into force of these new rates of duty is known.

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3),

AUSTRALIA

Tariff changes (1)

CHANGES HAVE been made in the Australian Customs Tariff affecting the rates of duty payable on:

(a) Glucose and glucose syrup.
(b) Sheepskin and hogskin leathers.
(c) Gas-fired water heaters.
(d) Tinsmiths' snips and shears.

Full details of these changes will be published in the *Board of Trade Journal* as soon as possible. In the meantime details of the tariff changes may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468) as soon as these are received.

Tariff changes (2)

CHANGES have been made in the Australian Tariff affecting the rates of duty payable on **essential oils.**

Full details of these changes will be published in the *Board of Trade Journal* as soon as possible. In the meantime details of the tariff changes may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468) as soon as these are received.

Dumping duty

Glazed ceramic wall tiles have recently been made the subject of dumping duty under the Australian Tariff (Dumping and Subsidies) Act, 1961-65.

Inquiries should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. C.R.E. 817/67.

Getting your maximum percentage of exports?

The Bank which commands 40% of New Zealand's banking business has the vital information you need! The Bank of New Zealand —with over 400 offices—can give you up-to-date information on trading conditions and markets both in New Zealand's industrial centres and primary producing areas. Whether you're concerned with export expansion or investment—see the Bank of New Zealand first.

Contact our London Office—or the International Division at Head Office in Wellington.

Bank of New Zealand

Incorporated with limited liability in New Zealand 1861.

London Main Office: 1 Queen Victoria Street, EC4 · Piccadilly Circus Office: 54 Regent St., W1 · Haymarket Office: 30 Royal Opera Arcade, SW1. (New Zealand House Bldg.)
Head Office: P.O. Box 2392, Wellington, New Zealand

COLOMBIA

Import Regulations

IT HAS BEEN reported by HM Embassy at Bogota that, on May 9, the Colombian Government issued Decree No. 005, the provisions of which are as follows:

Article 1. Effective on the date of enforcement of this Resolution, Resolution No. 29 of November 1966 of the Foreign Trade Board is hereby revoked only as far as those goods listed under LAFTA concessions (NABALALC) which appeared on the National Colombian List (Decree 340 of March 9, 1967, Art. 7) as negotiated for free import, with the exception of those listed and falling within the following NABALALC headings:

NABALALC Heading	Product
08.04.0.02	Dried grapes, not put up for retail sale.
09.04.0.01	Pepper (of the genus 'Piper').
22.05.1.11	Fine grape wines.
23.01.1.02	Fishmeal.
27.10.4.01	White lubricating oils (vaseline, paraffin).
27.10.4.99	Other lubricating oils.
35.03.1.01	Gelatins.
47.01.1.01	Pulp derived by mechanical means from coniferous vegetable, long staple.
47.01.1.02	Pulp derived from other vegetable material, long staple.
47.01.3.01	Chemical wood pulp with a high content of alpha-cellulose for artificial fibre production.
47.01.3.02	Chemical wood pulp, soda and sulphate processed, not bleached, coniferous.
47.01.3.03	Chemical wood pulp, soda and sulphate processed, not bleached, other woods.
47.01.3.04	Chemical wood pulp, soda and sulphate processed, bleached, coniferous.
47.01.3.05	Chemical wood pulp, soda and sulphate processed, other woods.
47.01.3.06	Chemical wood pulp, sulphite processed, not bleached, coniferous.
47.01.3.07	Chemical wood pulp, sulphite processed, not bleached, other woods.
47.01.3.08	Chemical wood pulp, sulphite processed, bleached, coniferous.
47.01.3.09	Chemical wood pulp, sulphite processed, bleached, other woods.
47.01.3.99	Other chemical wood pulps.
53.01.1.01	Sheep's or lambs' wool, not carded or combed, greasy or fleece-washed, 60's or more.
53.01.1.02	Sheep's or lambs' wool, not carded or combed, greasy or fleece-washed, over 48's and less than 60's.
53.01.1.03	Sheep's or lambs' wool, not carded or combed, greasy or fleece-washed, 48's or less.

Article 2. For all legal purposes, free import merchandize shall be those goods listed and falling within the following Customs Tariff headings:

Tariff Heading	Description
05.15	Animal products not elsewhere specified or included; dead animals of Chapter 1 or Chapter 3, unfit for human consumption: A. Semen.
12.03	Seeds, fruit and spores, of a kind used for sowing: A. Of forest, fruit and ornamental trees and bushes. B. Of vegetables. C. Clover, sainfoin, grass and other herbage seeds. D. Beet seeds. E. Other.
12.06	Hop cones and lupulin: A. Cones or flowers, fresh or dried. B. Lupulin.
13.03	Vegetable saps and extracts; pectin; agar-agar and other natural mucilages and thickeners extracted from vegetable materials: A. Vegetable saps and extracts. IV. Extract of hops.
15.07	Fixed vegetable oils, fluid or solid, crude, refined or purified: H. Linseed oil: I. Crude. II. Refined or purified.
25.24	Asbestos.
28.19	Zinc oxide and zinc peroxide: A. Zinc oxide (zinc white).
28.25	Titanium oxides: A. Titanium dioxide (titanic oxide, titanic anhydride).
28.41	Arsenites and arsenates: B. Arsenates: IV. Of lead.
29.02	Halogenated derivatives of hydrocarbons: D. Halogenated derivatives of aromatic hydrocarbons: III. Trichlorodi (chlorophenyl) ethane (DDT).
29.04	Acyclic alcohols and their halogenated, sulphonated, nitrated or nitrosated derivatives: A. Monohydric alcohols: I. Methanol (methyl alcohol). II. Propyl alcohol. III. Butyl alcohol. VI. Other.
29.16	Alcohol-acids, aldehyde-acids, ketone-acids, phenol-acids and other single or complex oxygen-function acids, and their anhydrides, acid halides, acid peroxides and peracids, and their halogenated, sulphonated, nitrated or nitrosated derivatives: B. Phenol-acids: III. Other: a. 2, 4-dichlorophenoxyacetic acid (2, 4-D). b. 2, 4, 5-trichlorophenoxyacetic acid (2, 4, 5-T).
29.25	Amide-function compounds: B. Cyclic amides: III. Other: a. 3, 4 dichloroprophylanilide.
29.31	Organo-sulphur compounds: A. Organo-sulphur compounds used as active ingredients in insecticides or fungicides: V. Naphthyl methyl carbamate.
29.35	Heterocyclic compounds; nucleic acids: B. Pyridine and its derivatives.
29.43	Sugars, chemically pure, other than sucrose: B. Lactose.
32.08	Prepared pigments, prepared opacifiers and prepared colours, vitrifiable enamels and glazes, liquid lustres and similar products, of the kind used in the ceramic enamelling and glass industries; engobes (slips); glass fruit and other glass, in the form of powder, granules or flakes: C. Vitrifiable enamels and glazes, and glass frit.
36.02	Prepared explosives: A. Based on nitroglycerin or organic nitrated derivatives. B. Based on ammonium nitrate, chlorates or perchlorates.
36.03	Mining, blasting and safety fuses.
36.04	Percussion and detonatic caps; igniters; detonators: B. Igniters and detonators: I. Electric.
37.01	Plates, sensitized, unexposed, of any material: A. Of celluloid or similar materials: I. For X-rays. II. Other.
37.02	Film in rolls or strips, sensitized, unexposed, perforated or not: B. Other: I. For X-rays.
38.14	Anti-knock preparations, oxidation inhibitors, gum inhibitors, viscosity improvers, anti-corrosive preparations and similar prepared additives for mineral oils: A. Anti-knock additives for fuel oils. B. Other.
38.19	Chemical products and preparations of the chemical or allied industries (including those consisting of mixtures of natural products), not elsewhere specified or included; residual products of the chemical or allied industries, not elsewhere specified or included: D. Compound catalysts.
40.01	Natural rubber, balata, gutta-percha and similar natural gums, raw (including latex, whether or not stabilized): A. Natural rubber: II. Crepe sheets.
48.01	Paper and paperboard (including cellulose wadding), machine-made, in rolls or sheets: A. Newsprint. D. Cigarette paper.
70.17	Laboratory, hygienic and pharmaceutical glassware whether or not graduated or calibrated; glass ampoules: A. Laboratory glassware.
73.02	Ferro-alloys: A. Ferro-manganese. B. Other: I. Ferro-silicon. II. Ferro-silico-manganese. III. Ferro-chromium.
73.15	Alloy steel and high carbon steel in the forms mentioned in headings Nos. 73.06 to 73.14: K. Bars and rods and hollow mining drill steel, of alloy steel (special steel): I. Simply hot-rolled or extruded: a. Of stainless steel. II. Simply forged: a. Of stainless steel. Q. Sheets and plates, of a thickness of more than 4·75 mm. and universal plates, of alloy steel (special steel): I. Not further worked than forged or hot-rolled: a. Of stainless steel. II. Cold-rolled: a. Of stainless steel. S. Sheets and plates, of a thickness of more than 3 mm., but less than 4·75 mm., of alloy steel (Special steel). I. Not further worked than forged or hot-rolled. a. Of stainless steel. II. Not further worked than cold-rolled: a. Of stainless steel. U. Sheets and plates, of a thickness of less than 3 mm., neither clad, coated covered, of alloy steel (special steel): II. Other: a. Not further worked than hot-rolled or forged: I. Of stainless steel. b. Cold-rolled: I. Of stainless steel. Y. Hoop and strip, of alloy steel (special steel): I. Hot-rolled: a. Of stainless steel. II. Cold-drawn or cold-rolled: a. Of stainless steel.
73.18	Tubes and pipes and blanks therefor, of iron or steel, excluding high pressure hydro-electric conduits: B. Tubes and pipes, seamless: I. Of circular cross-section.
73.31	Nails, tacks, staples, hook-nails, corrugated nails, spiked cramps, studs, spikes and drawing pins, of iron or steel, whether or not with heads of other materials but not including such articles with heads of copper: B. Nails for shoeing animals.
74.03	Wrought bars, sections and wire, of copper: A. Wrought bars and sections: I. Wire rod.
76.01	Unwrought aluminium; aluminium waste and scrap: A. Aluminium waste and scrap. B. Unwrought aluminium: I. Aluminium alloy.
78.01	Unwrought lead (including argentiferous lead); lead waste and scrap: A. Lead waste and scrap. B. Unwrought lead: I. Lead-based alloys.
79.01	Unwrought zinc; zinc waste and scrap: A. Zinc waste and scrap. B. Unwrought zinc.
80.01	Unwrought tin; tin waste and scrap: B. Unwrought tin: I. Tin-based alloys. II. Other.
82.05	Interchangeable tools for hand tools, for machine tools or for power-operated hand tools (for example, for pressing, stamping, drilling, tapping, threading boring, broaching, milling, cutting, turning, dressing, morticing, or screw driving), including dies for wire drawing, extrusion dies for metal, and rock-drilling bits: B. Rock-drilling bits. C. Other.
84.06	Internal combustion piston engines: A. Aircraft engines. B. Other: I. For watercraft: a. Outboard motors.

Tariff Heading	Description
	b. Other:
	1. Compression-ignition engines (diesel).
	2. Other.
	III. For other motor vehicles:
	a. Compression-ignition engines (diesel).
	b. Other.
	C. Parts:
	I. For aircraft engines.
	II. For watercraft engines.
84.23	Excavating, levelling, tamping, boring and extracting machinery, stationary or mobile, for earth, minerals or ores (for example, mechanical shovels, coal cutters, excavators, scrapers, levellers and bulldozers); pile-drivers; snow-ploughs, not self-propelled (including snow-plough attachments.
84.28	Other agricultural, horticultural, poultry-keeping and bee-keeping machinery germination plant fitted with mechanical or thermal equipment; poultry incubators and brooders:
	B. For poultry-keeping and bee-keeping:
	I. Incubators.
84.34	Machinery, apparatus and accessories for type-founding or type-setting; machinery, other than the machine-tools of heading No. 84.45, 84.46 or 84.47, for preparing or working printing blocks, plates and cylinders; printing type, impressed flongs and matrices, printing blocks, plates and cylinders; blocks, plates, cylinders and lithographic stones, prepared for printing purposes (for example, planed, grained or polished):
	B. Type, plates, blocks and cylinders:
	I. Printing type.
	II. Printing blocks and plates.
84.38	Auxiliary machinery for use with machines of heading No. 84.37 (for example dobbies, jacquards, automatic stop motions and shuttle changing mechanisms); parts and accessories suitable for use solely or principally with the machines of the present heading or with machines falling within heading No. 84.36 or 84.37 (for example, spindles and spindle flyers, card clothing combs, extruding nipples, shuttles, healds and heald-lifters and hosiery needles):
	B. Parts and accessories:
	VI. Needles.
84.62	Ball, roller or needle roller bearings:
	A. Ballbearings.
	B. Other.
	C. Parts:
	I. Calibrated balls.
	II. Needles or rollers of any shape.
	III. Other.
84.63	Transmission shafts, cranks, bearing housings, plain shaft bearings, gears and gearing (including friction gears and gearboxes and other variable speed gears), flywheels, pulleys and pulley blocks, clutches and shaft couplings:
	A. For engines falling within heading No. 84.06:
	I. For aircraft engines.
85.01	Electrical goods of the following descriptions: generators, motors, converters rotary or static, transformers, rectifiers and rectifying apparatus, inductors:
	A. Generators:
	II. Of more than 0·5 kW and up to 100 kW inclusive.
	B. Motors:
	II. Three-phase, of a power of:
	c. More than 100 h.p.
85.14	Microphones and stands therefor; loudspeakers; audio-frequency electric amplifiers:
	A. Microphones.
85.24	Carbon brushes, arc lamp carbons, battery carbons, carbon electrodes and other carbon articles of a kind used for electrical purposes:
	D. Electrodes and carbons:
	I. Graphite electrodes.
87.01	Tractors, including those fitted with power take-offs, winches or pulleys:
	A. Tractors other than those falling within sub-heading B:
	I. Agricultural tractors.
	II. Other.
87.07	Works trucks, mechanically propelled, of the types used in factories or warehouses for short distance transport or handling of goods (for example, fork lift trucks and platform trucks); tractors of the type used on railway station platforms; parts of the foregoing trucks and tractors:
	B. Of a capacity of more than 1 ton.
89.01	Ships, boats and other vessels not falling within the other headings of this Chapter:
	B. Other:
	I. Sea-going vessels:
	a. Weighing each 10,000 or more tons deadweight.
90.12	Optical microscopes, including microphotographic, microcinematographic and microprojection apparatus:
	A. Complete articles.
90.14	Surveying (including photogrammetrical surveying), hydrographic, navigational, meteorological, hydrological and geophysical instruments; compasses; rangefinders:
	A. Apparatus.
90.17	Medical, dental, surgical and veterinary instruments and appliances (including electro-medical apparatus and ophthalmic instruments):
	A. Electro-medical apparatus.
	B. Other instruments and appliances:
	I. Anaesthetic apparatus.
	II. Dental equipment on its base and dental drill engines of all kinds; dentists' spittoons on a support.
	V. Other.
90.20	Apparatus based on the use of X-rays or of the radiations from radioactive substances (including radiography and radiotherapy apparatus); X-ray generators; X-ray tubes; X-ray screens; X-ray high tension generators; X-ray control panels and desks; X-ray examination or treatment tables, chairs and the like:
	A. Apparatus:
	I. For medical purposes.

International Eucharistic Congress, Bogota

HM EMBASSY in Bogota have suggested that in view of the 39th International Eucharistic Congress, Bogota, British business visitors to Latin America would be advised to arrange their itinerary so as to avoid visiting Bogota in the last two weeks of August. Pope Paul has announced his intention of attending the Congress, and this will undoubtedly result in an unparalleled influx of visitors into Bogota from all parts of the Americas and beyond. There are bound to be very heavy strains on the hotels, transportations and all facilities in Colombia during this period, and many business houses will close.

URUGUAY

Imports by state corporations

URUGUAYAN Government Decree No. 256/968 published on April 22 requires all state corporations to register their projected imports, details of credit terms, etc., with the Ministry of Finance for consideration by a new committee to be set up within that Ministry. The Decree also stipulates that all foreign exchange transactions undertaken by the state corporations must be effected through the Bank of the Republic.

GUYANA

Import licensing arrangements

THE SCHEDULE of Exceptions to the Guyana Open General Licence (see *Board of Trade Journal* of January 10, 1964, page 68) has been further amended by the deletion from item 642-03 (Exercise books containing not more than 80 pages) the words –

'containing not more than eighty pages'.

A notice about the addition of item 642-03 to the List of Exceptions to the Open General Licence appeared in the *Board of Trade Journal* of January 5, 1968, page 63.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

BARBADOS

Consumption tax

THE BARBADOS Consumption Tax Act, 1962, which provides for taxes to be levied on beer, aerated and mineral waters and cigarettes, has been further amended by the addition of the following:

EC$ 4.80 – £1 Stg.

Items of goods	Rate of tax
Bitters (not exceeding the strength of proof)	$17·40 per gallon
Bitters (exceeding the strength of proof)	$17·40 per proof gallon
Cement	$0·06 per 100 lbs.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

JAMAICA

Amendments to Jamaican Export Industry Encouragement Law, 1956

THE ACT to amend the Provisions of the Jamaican Export Industry Encouragement Law, 1956 is a companion measure to legislation previously enacted in respect of the Jamaican Industrial Incentives Law, 1956 (see *Board of Trade Journals* of February 3, 1967 and April 21, 1967, pages 306 and 1029 respectively) and seeks to extend the period for which incentives to approved export manufacturers (such as relief from customs duties, tonnage tax and income tax) are available to 10 years, or 11-15 years if the factory is located in a special development area.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

(*Continued on next page*)

JAMAICA, *continued*

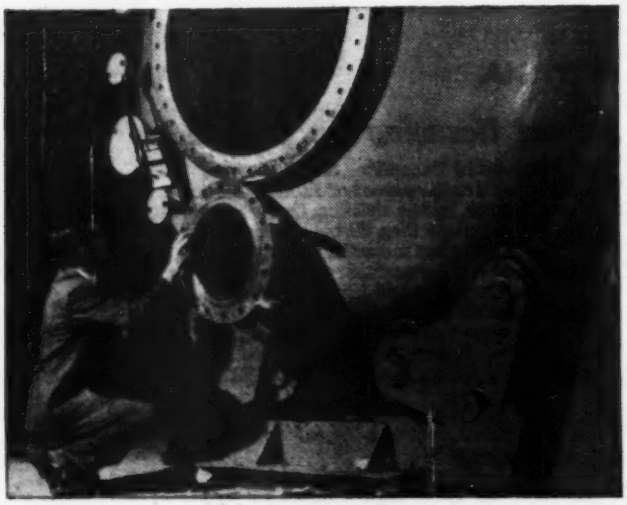
Customs tariff changes

THE JAMAICAN Minister of Finance has approved, under item 38(5) of the Second Schedule to the Customs Tariff, the duty free importation of the goods listed below, provided they are for use solely in the livestock, dairying and poultry industries:

'Animal feeding equipment, including complete animal feeding systems'.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

NRDC DEVELOPMENT



The National Research Development Corporation has developed a portable crack detector – a new, British instrument designed to detect invisible surface cracks in iron and steel. It will be of special interest to civil engineers (for bridges and girders), shipbuilders, the manufacturers of pressure vessels, foundry firms, the motor industry (for testing crankshafts), railway authorities, and many sections of general engineering. The crack detector is to be manufactured and sold by two licensees – Inertia Switch Ltd., of London Road, Camberley, Surrey, and DEB Electronics Ltd., of New Barnes Mill, Cottonmill Lane, St. Albans, Hertfordshire. The picture shows the DEB Electronics version of the 'AMLEC Crack Detector' being used by Mr. A. Potter, welding engineer of the Syntilla Manufacturing Co. Ltd., Dunstable, to inspect seam welds on a pressure vessel manufactured by them for Bechtel International for use on a synthetic fibres plant.

Certificates of Origin

Export Invoices for all Commonwealth Countries
Also E.F.T.A. Certificates

Complete price list on request

For our unequalled return of post service—write, wire or phone

THE CHATSWORTH PRESS & PAPER CO., LTD.

39 Waterloo Road, London, N.W.2. *Tel:* **01-452 9861 (3 lines)**

MEXICO

Shipping documents

HM EMBASSY in Mexico City report that the date entry into force of the shipping export documentation requirements reported in the *Board of Trade Journal* of March 29 has been postponed to July 1 for goods arriving overland, and July 15 for goods arriving by sea.

UNITED STATES

Public hearing on tariff and trade proposals

THE UNITED STATES House of Representatives Committee on Ways and Means under chairman Wilbur D. Mills is to hold public hearings beginning on Tuesday, June 4, on the general subject of the balance of trade between the United States and foreign nations. The hearings will encompass the following subjects:

1. Such proposals as may be made by the administration prior to the hearing relative to
   (a) the extension of the President's trade agreement authority under the Trade Expansion Act;
   (b) amendment of the adjustment assistance criteria for firms and workers adversely affected by imports;
   (c) the elimination of the American selling price valuation on benzenoid chemicals and certain other products; and
   (d) other related trade agreement matters.
2. Proposals relative to imposition of quotas, either on or across the board basis or on named items or commodities.
3. Proposals for increasing United States exports.
4. Proposals relative anti-dumping, countervailing duties, and related matters.
5. Proposals on tariff matters generally.
6. Results of 'Kennedy Round' agreement.
7. Measures directed at maintaining a favourable United States balance of trade and other matters related to the balance of trade in the context of United States payment problems.

The committee will receive from any interested organization or

OVERSEAS DELEGATES' FACTORY VISIT

Engineers and technologists from overseas countries were included in a group of visitors to the Bromsgrove (Worcs) factory of Garringtons Ltd., one of Europe's largest forging plants and a leading member of the GKN Forgings Group. They were taking part in a post-Congress tour after attending the Sixth International Congress on Electro-Heat, held recently at Brighton. Nearly 800 delegates from all parts of the world, including the Soviet Union, the United States, Japan and several European countries, attended the Congress. There were 130 papers by over 200 authors from 18 countries. The picture shows a representative of each country with the flags of their countries examining a Garrington's brochure with Mr. G. Onions, director and general manager (second from left), and Mr. F. W. Baldrey, managing director (centre). The flags were presented to the parties during lunch.

MISCELLANEOUS ADVERTISEMENTS

6/- per line, minimum 30/- payable in advance.

Orders for advertisements in this section should be addressed to HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

Replies to Box Numbers should be addressed to: Box No.—Board of Trade Journal, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

TYRES AND WASTE RUBBER. The Sterling Tyre Co. Ltd. are exporters of tyres and tubes and waste rubber. Huge stocks for sale, all grades and sizes, surplus new and good part-worn, repairable tyres, tyre casings for re-moulding, scrap tyres for industrial purposes, expertly graded to customers' requirements, credit facilities available for approved customers. The Sterling Tyre Co. Ltd., First Avenue, Montagu Industrial Estate, Edmonton, London, N.18. Tel. EDMonton 2150.

FOR SALE. 20,000 All Wool Blankets Ex Government Surplus, Size 60 in. x 87 in., Weight 4 lbs. Contact A. M. Mason & Co., Manchester CENtral 1608.

SCOTCH WHISKY NOVELTY - The Smallest Bottle of Scotch Whisky in the World! In a Matchbox in Fact! Home and Overseas Inquiries Welcome. Cumbrae Supply Co., Paisley, Scotland.

THE METAL PERFORATORS J. & F. POOL LTD., invite perforating inquiries from industry - J. & F. Pool Ltd., Hayle, Cornwall. Tel: Hayle 3213. Telex 45286.

EXPORT OPPORTUNITY TO WEST AFRICA - GHANAIAN, 27, seeks Sales or Marketing position in GHANA. No matter how big or small but must try to mean business. Please write Box M.11537.

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of good, part worns and unused remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel: Simonswood 2157 (6 lines).

F.C.C.S. shortly visiting **CONTINENTAL COUNTRIES** will undertake sales promotion on commission basis. Any other business assignment also accepted. Phone 01-942 9838.

UNITED STATES, *continued*

persons a written statement for inclusion in the printed record of the hearing in lieu of a personal appearance. Written statements (three copies) may be submitted up to June 5 to J. M. Martin Jr., Chief Counsel, Committee on Ways and Means, 1102 Longworth House Office Building, Washington DC 20515, and should contain (1) a summary of comments and recommendations, and (2) subject headings in their main body.

Inquiries about this notice should be addressed to United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3365).

Investigation: non-rubber footwear industry

THE *Board of Trade Journal* of May 17 gave notice of an investigation by the Tariff Commission into the economic condition of United States producers of non-rubber footwear.

The Tariff Commission has now announced that a hearing will be held in connection with this investigation on September 16, 1968.

Interested persons desiring to appear at the hearing should notify the Secretary of the Tariff Commission in writing on or before September 5, 1968. Written information and comments will be accepted in lieu of appearance at the public hearing.

Persons wishing to attend the hearing or intending to submit written evidence are advised to obtain full details of the investigation from the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3365).

CANADA

Customs tariff amendment

THE CANADIAN GOVERNMENT have issued an Order in Council, PC 1968-888, dated May 8, 1968, making an addition in the Canadian Customs Tariff as listed below:

Tariff Item	Commodity	British Preferential Tariff	Most Favoured-Nation Tariff	General Tariff
38015-1	Shapes or sections of iron or steel made to specifications AISI numbers C1050 to C1090 inclusive, with bevelled edge or edges, not further manufactured than hot-rolled, not less than 7⅞in. in maximum cross-sectional dimension and not less than 13ft. 5in. in length, for use in the manufacture of cutting edges for dozer blades, front-end loader buckets, combination excavating and transporting scraper units, and road graders or scrapers (Expires January 31, 1969)	Free	Free	20%

British Industrial Film Festival, 1968

THE FINAL SELECTION of award winners in this year's British Industrial Film Festival, organized by BISFA (the British Industrial and Scientific Film Association) in co-operation with the Confederation of British Industry, will be made on June 19. The winners will be announced and trophies presented by Sir Derek Pritchard, chairman of the British National Export Council at a dinner at the Europa Hotel, London, on June 19.

Of the 39 sales films entered, 22 are being used to boost export sales and will be therefore eligible to compete for the special export prize offered annually by the CBI.

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS

The *Board of Trade Journal* is published weekly by Her Majesty's Stationery Office, price 2s. 0d. (annual subscription £6 12s. 8d. including inland or surface but not air postage) and is obtainable directly from the following addresses: 49 High Holborn, London, W.C.1; 423 Oxford Street, London, W.1; 13A Castle Street, Edinburgh, 2; Brazennose St., Manchester; 35 Smallbrook, Ringway, Birmingham, 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 11 Linenhall Street, Belfast, 1, or through any bookseller.

© Crown Copyright 1968

Short extracts can be published without specific permission providing that the source is duly acknowledged.

Subscriptions and sales inquiries should be addressed to the publishers at any of the above addresses.

Editorial Communications should be addressed to the Editor, *Board of Trade Journal*, Room 127, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2654).

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of Her Majesty's Government.

Advertisements. Inquiries from the London Postal Area concerning the insertion of advertisements should be addressed to Her Majesty's Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1 (01-248 9876, Ext. 6147). Inquiries from other parts of the United Kingdom should be addressed to Coulshaw and Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon St., London, E.C.4 (Tel. 01-248 3718).

The Government will accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

Reprints of articles. Reprints from the *Board of Trade Journal*, which should be ordered within one week of publication, cost £3 0s. 0d. per page (or part) for 250 copies, carriage extra. (Larger quantities. 3s. 0d. per page for each additional 125 copies.)

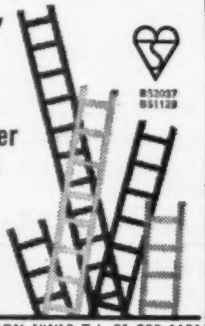
Orders for reprints should be addressed to the Director of Publications (P.1), Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1.

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

'STECALLOY' and 'ASCENDA' aluminium and timber ladders and steps by

STEPHENS & CARTER



731-761 HARROW RD. LONDON NW10 Tel: 01-969-1191

BELLMAN HANGARS

(3) No. 175ft. x 95ft. x 25ft. eaves Sliding doors each end. Steelwork in first class condition. Can be viewed London area.

Price **£3,000** each dismantled and loaded to transport.

J. DUFFY,
Bank Street, Clayton, Manchester, 11.
Tel. East 3361.

SCRAP YOUR AIR FILTERS & STEAM TRAPS

Send now for FREE 34 page **DATA MANUAL**

J. H. CARRUTHERS & CO. LTD.
College Milton, East Kilbride, Glasgow
Phone: EAST KILBRIDE 20391
Telex: 77782

Subscription form for the Board of Trade Journal

To Her Majesty's Stationery Office:

London, S.E.1: PO Box 569
Manchester 2: Brazennose Street
Cardiff: 109 St. Mary Street
Belfast 1: 7-11 Linenhall Street
Edinburgh 2: 13a Castle Street
Birmingham 5: 35 Smallbrook, Ringway
Bristol 1: 50 Fairfax Street

Enclosed please find £6 12s. 8d. being one year's subscription to the BOARD OF TRADE JOURNAL.

The copy should be sent to:

Name.....

Address.....

.....

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

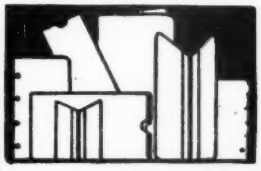
Title	Last published
Air transport:	
Aircraft noise at Heathrow Airport (Q)	22 Mar. 1968
Trade by air (6-M)	22 Mar. 1968
Balance of Payments (Q)	13 Sept. 1967
Bankruptcy orders (Q)	10 May 1968
Business names registered (A)	9 Feb. 1968
Capital expenditure:	
By industry (Q)	5 April 1968
Distributive and service trades (A)	23 Feb. 1968
Industry' investment intentions (3 times a year)	26 Jan. 1968
Catering trades turnover (M)	17 May 1968
Chemical industries production (6-M)	17 Nov. 1967
Companies:	
Income and finance (Q)	3 May 1968
New companies registered:	
Gt. Britain (M)	This week
N. Ireland (M)	This week
Construction work overseas (A)	13 Oct. 1967
Credit:	
Instalment and credit business (M)	10 May 1968
International trade credit (A)	21 July 1967
Engineering and electrical goods:	
Deliveries of certain product (Q)	29 Mar. 1968
Production, exports and orders (M)	This week
ECGD business (Q)	3 Nov. 1967
Film industry:	
British Film Fund Agency returns (M)	This week
Cinema admissions and takings (M)	10 May 1968
Film rentals charged to exhibitors (A)	3 May 1968
Overseas payments and earnings (A)	3 May 1968
Registration of films (A)	23 Feb. 1968
Trends in film-going (A)	20 Oct. 1967
Food:	
Consumption levels (A)	8 Mar. 1968
Household consumption (Q)	10 May 1968
Footwear industry orders (M)	17 May 1968
Foreign trade:	
Commonwealth trade (A)	7 July 1967
EFTA trade (Q)	1 Dec. 1967
Sterling area trade summary (Q)	9 Feb. 1968
Trends in export of manufactures (A)	27 Oct. 1967
World trade and production (Q)	3 May 1968
Foreign trade of the UK:	
Unit value and volume index nos. (M)	17 May 1968
Value of overseas trade (M)	24 May 1968
Value of overseas trade: analysis of trends (Q)	10 May 1968
Gold and convertible currency reserves (M)	10 May 1968
Hairdressing trades turnover (M)	17 May 1968
Hire-purchase:	
Assets and liabilities of HP companies (Q)	17 May 1968
Business (M)	10 May 1968
Industrial building provisional figures (Q)	26 April 1968
Industrial production:	
Index nos. (M)	This week
N. Ireland index (M)	This week
Insurance companies:	
Assets (A)	4 Aug. 1967
Transactions (Q)	19 April 1968
Investment and earnings overseas (M)	30 June 1967
Laundries and dry cleaners turnover (M)	17 May 1968
Machine tools deliveries and orders (M)	10 May 1968
Man-made fibres:	
Analysis of production (A)	5 April 1968
Analysis of production (Q)	5 Jan. 1968
Deliveries (Q)	10 May 1968
Production (M)	10 May 1968
Motor industry:	
Car and commercial vehicle production (M)	This week
Motor trades turover (M)	24 May 1968
Nationalized industries overdrafts (M)	2 Feb. 1968
Partnerships registered (A)	10 Feb. 1967
Pension Funds:	
Assets (A)	7 July 1967
Transactions (Q)	8 Mar. 1968
Retail prices index (M)	This week
Retail trade:	
Index nos. (M)	10 May 1968
N. Ireland index (M)	3 May 1968
Royalty transactions (Q)	21 July 1967
Shipping:	
Movement at UK ports (M)	This week
Nationality of vessels in UK sea-borne trade (A)	20 Oct. 1967
Stocks:	
Distributive and service trades (A)	23 Feb. 1968
Manufacturers', wholesalers' and distributors' (Q)	5 April 1968
Retail (M)	10 May 1968
Television:	
Overseas payments and earnings (A)	3 May 1968
Textiles:	
Clothing and textile orders and deliveries (M)	24 May 1968
Cotton production (M)	24 May 1968
Wholesale houses sales (M)	17 May 1968
Wool exports (Q)	24 Nov. 1967
Wool output (M)	24 May 1968
Tourism:	
International tourism (A)	29 Sept. 1967
UK tourist traffic (M)	3 May 1968
Wholesale prices:	
Average prices of selected commodities (A)	24 Feb. 1967
Index nos. (M)	17 May 1968

Board of Trade Departments, etc. Subject	Last published This week
Board of Trade addresses	
Board of Trade Regional organization	3 May 1968
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1967
British commercial representatives overseas	15 Mar. 1968
Customs notices of interest to exporters	24 May 1968
Directory of Board of Trade Departments and their work	29 Mar. 1968
ECGD head offices	9 Feb. 1967
Official Receivers' Offices	16 Dec. 1967
United States Consular offices in the UK	17 June 1966

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade, 1 Victoria Street, London, S.W.1.
Printed in England by Merritt & Hatcher Ltd., London. (K102) S.O. Code No. 72-3715.

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.



PVC Wallets and Containers

Loose leaf binders, salesmen's albums, document cases, cheque book and travel cheque holders, note cases, pocket wallets, conference wallets, swatch covers, advertising gifts, etc.

Academy Plastics Ltd
25-29 Roundwood Rd., London, NW10
Telephone: 01-459 5277

For long components
Through bolts, spring centre bolts, U bolts & general repetition work, consult

The Cossentine Bolt & Engineering Co. Ltd
The Platt, Putney, SW15
Telephone: PUTney 7121.
Grams: Cossentine Put. London.

FOR CLOCKS TIMERS AND BAROMETERS

Tucker Nunn & Grimshaws Ltd.
Rhodesia House, 57a Hatton Garden, London, E.C.1. Tel. 01-405 6064/9

MARKWELL SELF-INKING PATENT STENCIL BRUSHES

J. Z. STENCILLATOR

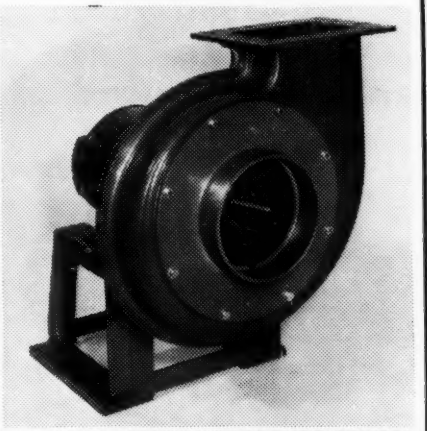
Used in every Progressive Packing Bay for effortless, efficient marking.

ONCE TRIED—ALWAYS APPLIED

1¼" size dia. Brush complete with 1 Gallon MARKWELL Liquid, Waterproof BLACK MARKING INK only 195/-. With 1" dia. Brush 190/- C.W.O.

Satisfaction Assured
Order direct from:
MARKWELL PRODUCTS LIMITED
137, JUNCTION RD., LONDON, N.19. 01-272 4338

BRI-GLASS FANS

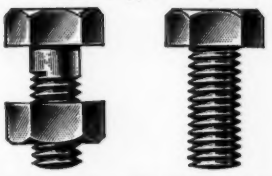


LOW AND MEDIUM PRESSURE CENTRIFUGAL FANS ESPECIALLY DESIGNED FOR THE EXTRACTION OF CORROSIVE FUMES WHICH HAVE NO CONTACT WITH FERROUS OR NON-FERROUS METALS.

A Moulded Construction throughout from Resin Bonded Glass Fibres with Solid Cast Epoxy Resin Impellers.

The British Fan & Electric Co. Ltd., 728 London Road, High Wycombe, Bucks, Great Britain.
Tel: High Wycombe 22061. Grams: British Fan. Wycombe

Bolts and nuts, screws, rivets, studs, studding, washers.
All sizes and types in any material.



Abis & Co (Birmingham) Ltd.
Dennis Road, Sparkbrook, Birmingham, 12
Telephone: South 3781 (6 lines)
Trunk Dial, 021-449 3781

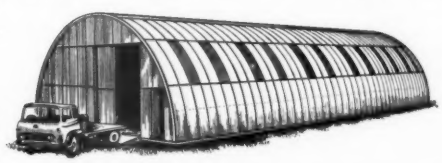
General sheet metal workers. metal polishers to the trade
Cutting capacity 10' x ¼"
Brake Press 10' x ⅛"

Leslie T. Clark
(Stainless Steel Fabrications) **Ltd.**
Fresh Wharf, Highbridge Road, Barking, Essex.
Telephone: RIPpleway 5666-7-8
Member of the Stainless Steel Fabricators' Association

Circular saw blades
Circular saw blades for wood cutting and plastics.

E. W. Kendall & Co. Ltd.
212-214 Ravenscroft Road, Beckenham, Kent
Telephone: 01 - 778 3957/4353

NEW ALL STEEL "SUPER ROMNEY" BUILDINGS



35 ft. span. 17 ft. 6 ins. high to centre. Any length in multiples of 8ft. Large sliding doors 13 ft. high x 10 ft. 8 ins. wide. Separate access doors.

As supplied to Contractors—Government Departments — Port Authorities — etc. throughout the world.

Also available Nissen Type Buildings 16 ft., 24 ft. and 30 ft. span. Any length in multiples of 6ft.

NAYLORS (BILSTON) LTD., 204 Wolverhampton Street, Bilston, Staffs.
Phone: Bilston 41689, 42448

MAUN HAND TOOLS

The best to get hold of

Manufacturers of stationers punches, eyeletting tools, pliers etc., Contractors to H.M. Stationery Office, The Ministry of Defence and the G.P.O.

MAUN INDUSTRIES LTD
Mansfield Notts Telephone: 1915

Pleasure before business

Fly VC10

To dream that you are floating high on a cotton wool cloud to North America can mean one of two things:

You have an excellent mattress.

You are in a BOAC VC10.

The BOAC VC10 is a dream aircraft. You sit up ahead of the jets, out of earshot from its full-throated Rolls-Royce power.

What you *can* hear, is yourself thinking that the BOAC seat is the long, and the short, and the tall of all-blessed comfort.

The uncluttered wings give extraordinary lift so that the VC10 gets you off the ground 25% quicker than ordinary jets.

And it puts you gently down 20 mph slower. Altogether it's the most revolutionary jetliner that ever flew.

Flights leave for North America all day, every day.

See your BOAC Travel Agent about them.

BOAC

takes good care of you